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# THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 95

Meat Packing and Allied Industries

Number 7

AUGUST 15, 1936

A NATION-WIDE SERVICE  
FOR A NATIONALLY ACCEPTED PRODUCT



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**THE RATH PACKING COMPANY WATERLOO, IA.**

**T**HE Rath Packing Company was established in Waterloo in 1891 by E. F. Rath and J. W. Rath.

J. W. Rath, president of the Company, has occupied this position since 1898. He is ably assisted by R. A. Rath, vice-president; A. D. Donnell, secretary and Howard H. Rath, treasurer.

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**BOILED HAMS!**



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KEEP BETTER  
SELL BETTER  
— yet Cost No More!

TRANSPARENT PACKAGE COMPANY, 1019-1025 W. 35th ST., CHICAGO, ILL.

Week ending August 15, 1936

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# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 95

AUGUST 15, 1936

Number 7



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Packers.

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THE NATIONAL PROVISIONER  
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daily market transactions and  
prices on provisions, lard, tallow  
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### FINANCIAL



... This is what moisture  
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"BUT we don't douse our wrappers in water", you may say. Of course you don't. But there's a surprisingly lot of moisture in meats. And unless you use the right kind of wrapper, this moisture will work through the fibres and the wrapper will weaken and tear. Your product will not be getting adequate protection.

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Week ending August 15, 1936

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DRIED BEEF . .	50.8%
CHICKEN . . . .	74.2%
HAM . . . . .	39.5%
PORK LOINS . .	60.3%
PORK SAUSAGE .	46.2%

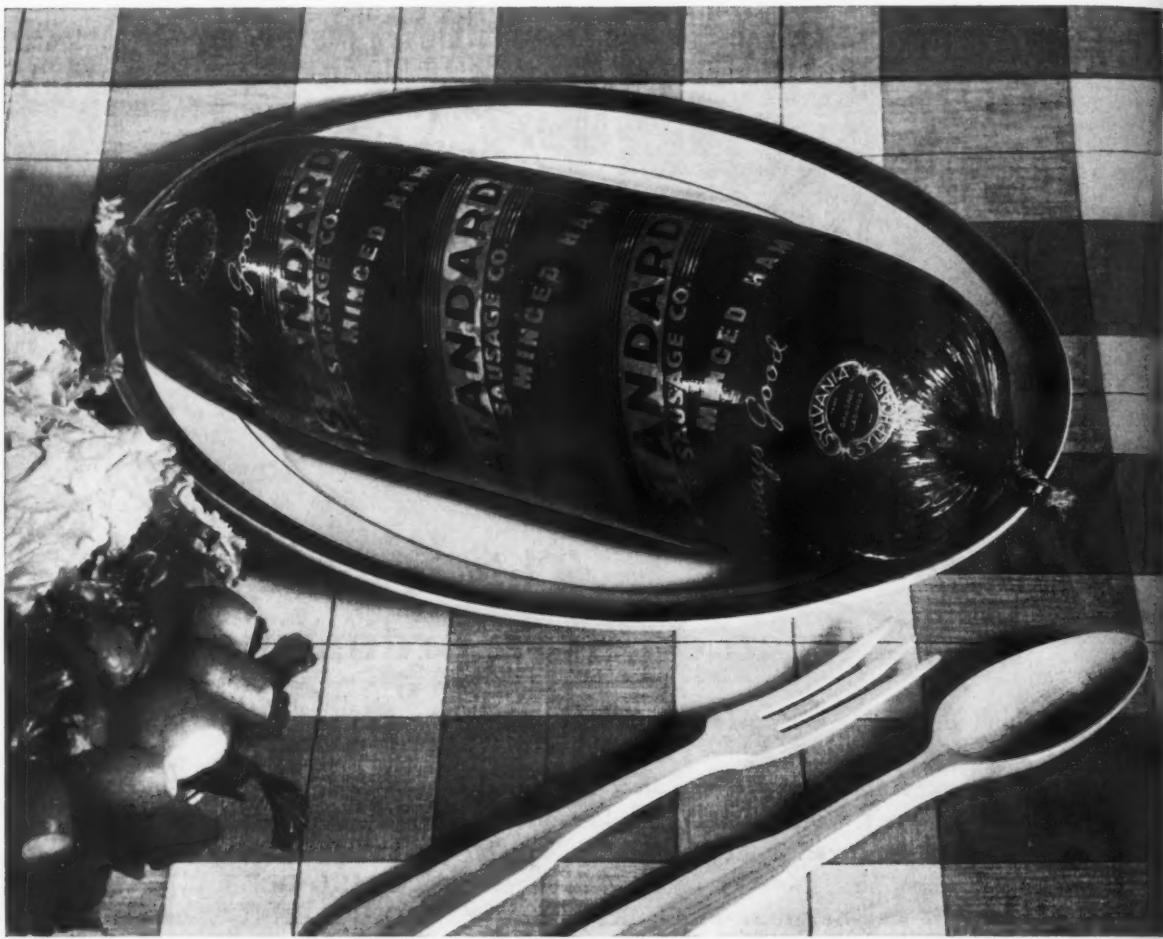
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To Concentrate on Sausage and Ready-to-Serve Meats



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# Continental Can Company

NEW YORK • CHICAGO • SAN FRANCISCO

# **IMPORTANT NEWS to MEAT PACKERS**

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**2** The use of CEREOSE speeds up the development of the color in meat. The color is produced or fixed, due to the chemical action on the red coloring matter of the blood, forming complex chemical combinations. The presence of CEREOSE, by preventing oxidation, keeps these chemical compounds in the form in which the color is stable and most presentable.

**3** In general, CEREOLOSE may be applied to any form of fresh meat, such as pork sausage and beef hamburger, or to any form of cured meat, such as that treated by the sweet-pickle cure, the box cure for bacon, and the curing of sausage, including liver and summer sausage, either as trimmings or ground meat.

*For further information, please write:*

**CORN PRODUCTS SALES COMPANY**  
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# C E R E L O S E

(DEXTROSE)

# **PURE WHITE SUGAR FROM CORN**

# Quality

LIKE CHARACTER IS INDISPENSABLE FOR LASTING ACCEPTANCE



WILSON PURE FOOD GELATINE,  
THE STANDARD OF THE INDUSTRY

4100 SOUTH ASHLAND • CHICAGO, ILL.

Week ending August 15, 1936



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*These packages are*  
 ...making **NEWS**  
 ...making **SALES**

**MOST INTERESTING NEWCOMER** to the long list of products kept fresh in vacuum is novocaine . . . put up in rubber-tipped cylinders, ready for the dental syringe . . . and proving to be an important step forward in the packaging of this highly perishable product. For many delicate and costly pharmaceuticals, there's only one answer. It's "the vacuum can that opens with a key."



**WHEN AUTOMOTIVE PARTS** go to market canned—that's news! One manufacturer decided to bid for increased piston ring business by putting his product in cans. A stunt? Not at all. He gets a container that keeps his product rust-proof, protected, merchandisable. And he's getting increased sales!



**BEEN DOING WITHOUT** a pouring spout for edible oils and syrups? . . . too expensive? . . . hard to stack? . . . costly to fill? This brand new spout answers every objection. It's dirt cheap. It attaches after the cans are filled and sealed. And cans stack—because this spout lies below the rim. Available for pints, quarts, gallons. Like to see it? . . . Price it?



**PROBLEM:** baking powder manufacturers needed an inexpensive container that would keep extra dry. Our solution: this fibre package, lined with glistening foil—something utterly new and a big success. Moral: you may have products that must keep dry—in the store, in the home. Here's an inexpensive package that does it.

**AMERICAN CAN COMPANY**

**CANCO**

230 Park Avenue

New York City

# "Wear-Ever" ALUMINUM TRIMMING POTS

SANITARY



SAVING



TOUGH ALCOA ALUMINUM ALLOY ...

Light • Bright • Seamless • Sanitary

Sterile • Can't Rust • Can't Contaminate

Equipment which is both *sanitary* and *economical* may not always be twins. "Wear-Ever" Aluminum equipment, however, *have* these twin virtues: they are cleanest and most economical.

Made of a tough, rugged Alcoa Aluminum Alloy these trimming pots provide long, economical life; take rough usage with a smile. And being the lightest of commercial metals used in your business, are easiest to handle from trimming table to cookers.

Meat acids cannot affect this food-friendly metal, the basic purity of which goes all the way through, "Wear-Ever" pots never need tinning; can't rust.

As spice containers, they are equally sanitary and saving; moisture-proof and built to stack. Stocked in 4, 10, and 24 quarts capacities, all moderately priced.

Whatever your equipment need, think first of "Wear-Ever". 36 years of accepted service is your guarantee of quality. For complete catalog of "Wear-Ever" cooking equipment write THE ALUMINUM COOKING UTENSIL COMPANY, Desk I-470, 11th Street, New Kensington, Pa. (Offices in All Principal Cities).

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THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM

# UNIFORM QUALITY

for a great many

## YEARS



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E H/C Summer  
Thuringer H/C  
Summer  
B/C Salami  
(all grades)  
E Milan  
Crescent Milan  
E Peperoni  
E Prosciutti  
E Capacola  
Capacola, Dolce  
E Alpino  
E Genoa  
Crescent Brand Genoa  
E Sicilian  
E Export Nola

Ask any old Circle E customer about the quality of the products he buys, and about its uniformity. Unless he wants to keep a good thing to himself, he will tell you that aside from satisfactory dealing with the house, he continues to buy and sell Circle E products because the quality is high and every shipment is exactly like the one before.

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### Special Deals to Distributors

Distributors have problems that vary with the territory and the conditions existing in it. Circle E offers a plan which will meet your requirements. It will pay you to get the details. Write today, outlining your needs.

# Circle E Provision Company

UNION STOCK YARDS

CHICAGO, ILLINOIS

# THE NATIONAL PROVISIONER

AUGUST 15, 1936

*The Magazine of the Meat Packing and Allied Industries*

## PACKERS' MEAT SUPPLY PROSPECTS

PACKERS have given more serious consideration than ever in recent months to their buying and selling policies. Conditions on both the buying and selling end have made this necessary.

They have been hearing much about drought and shortage in the corn crop—about producing areas ravaged by heat and grasshoppers—and wonder how these conditions will influence hog and cattle marketings during the balance of the present year and in the coming business year.

Hogs slaughtered under federal inspection up to August 1 totaled approximately 19 million head, an increase of 20 per cent over the January-July, 1935, slaughter.

Cattle slaughter in this same seven months' period was about 15 per cent larger than last year. The July kill was the largest for the month in more than 50 years—with the exception of one war year.

### Hog Marketings

Evaluating the present outlook, it would seem that hog marketings would be at least as large during the coming year as in the year now in its last quarter. Cattle supplies may be somewhat smaller, finished steers may be fewer, but still sufficient to provide a normal supply of beef of all grades.

While the government estimates the corn crop as of August 1 as only about half of normal, there is chance for revision upward in this estimate in later months. Hogs can be made on many feeds other than corn. Also, should corn prices remain over \$1.00 per bushel—and well-finished hogs give as good account of themselves as they have in recent weeks—corn can be

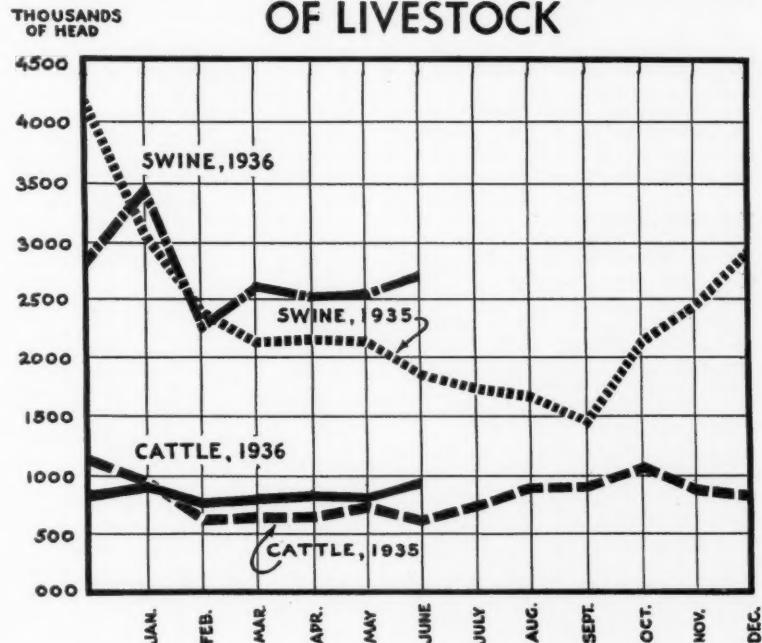
brought in over tariff barriers to meet livestock feed needs.

### "Easy Money" Influence

Unfortunately, many hog producers in sections of the country not visited by either drought or insect pests saw fit to take advantage of cash returns from the government for not raising their full quota of hogs, in preference to taking their chances on the market. This "easy money" influence is likely to have an adverse effect during the late months of 1936 and in the crop year 1937.

Fifteen or 16 bushels of low-grade wheat, or an equivalent amount of corn supplemented by other

## FEDERAL INSPECTED SLAUGHTER OF LIVESTOCK



feeds, will make a good 250 lb. hog. It is doubtful if any farmer could get as good price for his corn or wheat when sold as grain. Wherever feed is available it is likely that hogs will not be sacrificed, but will be fed to market weights, and breeding stock will be maintained.

Roughages, cottonseed cake and meal, lespedeza, soya beans and many other crops are available for cattle feed, with a limited amount of corn for finish-

ing or for producing strictly top beef. This being true, the country can be supplied with plenty of reasonably well-finished beef from the current cattle population.

Though conditions seem adverse in certain sections of the country, considering the situation as a whole, prospects are good for a meat supply equivalent to or larger than that of the crop year now drawing to a close.

## Government Surveys Situation

**T**OTAL meat supplies in 1937 will be smaller than in 1936, and probably will be almost as small as in 1935, says the U. S. Bureau of Agricultural Economics, in its summer outlook report. It says the reduction will be most marked in pork and in the better grades of beef.

Total supplies of feed grains in 1936 will be materially smaller than in 1935 and may be as small as in 1934. The situation with respect to hay and roughage supplies is better than in 1934. Such supplies will be larger and the number of hay consuming animals will be smaller.

The feed situation this year it believes will affect the trend of hog numbers more than the trend of any other species of livestock. Number of pigs produced in 1937 will be sharply curtailed, although the number of hogs on farms at the beginning of the next year may not be greatly different from a year earlier. Cattle numbers also will be reduced, possibly by 3 or 4 per cent. Sheep numbers on farms on January 1, 1937, may be even larger than a year earlier but the number of lambs on feed for market may be smaller.

In terms of animal units, which allow for differences in size and feed requirements, total number of all livestock on farms on January 1, 1937, will be smaller than on January 1, 1936, or 1935.

Further improvement in consumer demand for meats is in prospect, and in view of this improvement and the smaller supplies of meats to be available, the general level of both meat and livestock prices in 1937 is expected to be higher than in 1936 and higher than for several years.

### Hog Situation

Hogs for slaughter in the 1936-37 marketing year, beginning October 1, probably will be from 10 to 20 per cent larger than in the marketing years 1935-36 and 1934-35, when the totals were the smallest in many years. Average weights probably will be lighter than usual and about the same as in 1934-35, following the drought of 1934.

Seasonal distribution of marketings during the 1936-37 marketing year is likely to be much different from that of the present year. Current conditions indicate that hog slaughter during the three months, October to December, 1936, will represent a larger than usual proportion of both the marketing year total and the winter total (October to March). The entire winter supply will

be a larger than average proportion of the year's supply.

Hog prices during the 1936-37 year probably will average about the same as in 1935-36 but seasonal changes in prices are expected to be somewhat different. The seasonal decline this fall probably will be greater than that of last fall and the advance from the winter low is likely to be similar to the sharp rise which occurred in early 1935. Prices during the summer of 1937 probably will average higher than in the summer of 1936.

### Cattle Situation

Cattle numbers in the United States, although considerably smaller than two years ago, are still relatively large. Cattle slaughter during the remainder of 1936 is expected to be relatively large, and larger than that in the corresponding period of 1935. Although it will include somewhat larger numbers of fed

cattle than a year earlier, most of the increase will be in low grade cows and heifers. Slaughter in 1937 probably will be less than in 1936, with the greatest proportional decrease occurring in the supplies of better grades.

Cattle marketings this summer and fall will include a larger than usual proportion suitable for stockers and feeders, but because of the short supplies of feed as a result of the drought, and the unfavorable returns from cattle feeding this year, the demand for feeder cattle this fall will not be so strong as the unusually strong demand which prevailed a year earlier. The number of cattle placed on feed this coming fall and winter, therefore, is expected to be considerably smaller than the number fed a year earlier.

Further improvement in consumer demand for meats will offset to some extent the price weakening effect in beef caused by larger supplies of hog products resulting from the increase in hog slaughter this fall and early winter.

(Continued on page 41.)

## "WINDFALL" TAX Collection Opposed in COURT ACTIONS

**I**NJUNCTIONS to restrain collection of the "windfall" tax have been asked by Kingan & Co., Indianapolis, Ind., and Wm. Focke's Sons Co., Dayton, O., of federal courts in their respective districts. It is believed that these are the first attempts to block collection of the tax by the federal government, although September 15, the date on which packers must file returns and pay their taxes, is less than a month away.

Asking for a temporary injunction to prevent collection of approximately \$900,000 in taxes, Kingan & Co. in its bill of complaint challenged the validity of the "windfall" tax section of the new revenue law. The bill charged that the sole purpose and effect of the new tax is to "evade invalidation of the Agricultural Adjustment Act."

### New Method of Attack

The complaint further attacked constitutionality of the law on the ground that it seeks "to recapture from the plaintiff and others in like situations a large part of the processing taxes which they refused to pay, and which

they were relieved of paying by a decree of the federal court."

This approach to the "windfall" tax problem is a new one, and is being watched carefully by the industry. It is reported that hearings in the Kingan case will probably be held within a few weeks.

Wm. Focke's Sons Co. has asked an injunction to restrain collection of 80 per cent on the \$95,757 in processing taxes which the company had in escrow from March to October, 1935, and recovered following invalidation of the AAA. The firm also has filed suit to recover \$272,521 paid in processing taxes from November, 1933, to February, 1935.

The Treasury Department has as yet issued no regulations in regard to payment of the "windfall" tax, although the act states that returns and taxes are due by September 15. When these regulations are issued it is anticipated there will be a number of accounting problems arising among packers in attempting to make out their windfall tax returns.

# Appetite APPEAL

## New Carton Design Ties Up Trade Mark with Product

ONE of the most successful devices used on meat wrappers and containers to create appetite appeal is representation in natural colors of product cooked and ready to serve.

It is being used on canned meat labels, parchment wrappers for hams and smoked cuts and on other consumer packages, but is seen most frequently on display cartons. On these it is used to influence sales of a wide variety of products.

It is always desirable to attract consumer attention to meat products through use of colorful containers. It is equally important that the housewife carry away with her a remembrance of the company and brand name or trade mark. A good product encourages repeat sales and builds good will for every other product bearing the same identifying mark.

### Trade Marks Featured

Earlier types of "appetite appeal" containers attempted in various ways to tie in firm name and brand names with the illustration. Use of trade marks was avoided as tending to distract attention from the main feature—appetite appeal.

Recent new display cartons featuring



### COOKED AND READY TO SERVE

In these cartons firm name is associated with product in the form in which it is most familiar and makes the greatest appeal to consumers—cooked and ready to serve.

Illustrations of product are in natural colors. (Photo Sutherland Paper Co.)

"appetite appeal" illustrations are radical departures from earlier types. Instead of omitting trade marks from the display panel, relegating them to inconspicuous locations or reproducing them in minute sizes, they are made prominent and sometimes are the most conspicuous features in the design.

Properly planned, these new cartons lose nothing in attractiveness or sales

promotion value. On the other hand, added confidence in the product is instilled in the minds of consumers by having firm name closely linked with the illustration of the product or with product name.

Two cartons in which the appetite appeal illustration and trade mark are tied in closely are shown in the accompanying illustration. One is a counter display carton for sliced bacon wrapped in transparent cellulose used by the Dold Packing Co., Omaha, Neb. The other is a display container for pork sausage patties packed by the N. Auth Provision Co., Washington, D. C. Both cartons were designed by the Sutherland Paper Co., Kalamazoo, Mich.

### New Method of Packing Patties

The general plan of tie-up, in which either trade mark or appetite appeal illustration is partly superimposed over the other, is typical of the general manner in which other counter display cartons of this type have been designed. In most cases the cover is die cut, so that when the top is folded back to form the display panel, part of the design is in outline.

These two display containers differ in one of the more important details. In the Dold carton name of product and brand name are featured prominently on the top or display panel. In the Auth design brand name does not appear on the cover, but in script on front of carton.

This latter container, by the way, is a rather novel departure from the usual method of offering pork sausage meat for sale. The sausage is molded into patties, which are packed in the carton unwrapped, with sheets of greaseproof or parchment paper between the layers. The carton holds six pounds.



### MEAT CANS COMBINE CONVENIENCE AND EYE APPEAL

The first cans for spiced ham were of rectangular cross section. This didn't just happen—the size of the can was determined so that product from it, when sliced, would fit a slice of bread. Convenience for the housewife when making sandwiches was kept in mind. Similarly, containers for canned hams in triangular and semi-circular cross sections not only possess attention-getting value, because of their unusual shape, but also are a convenience for the housewife who plans to use the contents for sandwiches. (Photo American Can Co.)

# MERCHANDISING MEAT \*

• News from the meat selling front • Helps for meat manufacturers and dealers

## Canned Meat Sales

### Merchandising Material and Ways to Get Results

CANNED meats are largely "impulse" items—that is, the housewife seldom plans in advance to buy them. She makes up her mind after arriving at the store— influenced, perhaps, by an attractive display or a reminder to have a supply of canned meats on hand for unexpected food needs.

The secret of selling canned meats in the retail store, therefore, lies in dis-

Packers who are building canned meat sales watch how their products are handled and displayed in the retail store, but they don't depend on product display alone.

Counter cards, window streamers and display advertising are used to direct consumers' attention to the products and aid the retailer to sell more of them. And usually it is part of the salesman's job to get these attention-getting displays and the products into conspicuous locations.

#### "How One Packer Does It"

The canned meat department of Wilson & Co., under the supervision of Don Smith, which has been doing an excellent canned meat merchandising job, makes extensive use of point-of-sale advertising and attention-getting display

terials are shown in the accompanying illustrations.

This packer believes that salesmen not thoroughly posted on the products they are trying to sell, and who are not themselves sold on them, have two strikes on them when they come to bat. A booklet recently distributed to all salesmen of the firm is designed to thoroughly familiarize them with the canned meat line. Some history of meat canning and the economic position held by canned meats is outlined. Illustrations of canned meats are shown and descriptions of them are given. Available point of sale advertising is shown and described.

Wilson & Co. also uses attractive animated billboards, in addition to other kinds of advertising, to build consumer good will and demand for Certified canned meat products.



#### COUNTER CARDS

Cards in attractive colors offer variety and are a daily reminder to the customer. Easels folded back hold them up on the counter.

playing them. These products are often placed in an out-of-the-way place and turnover is slow. To sell they must be shown where customers can see them.



#### DISPLAY CARDS

These new direct color photographs used as display cards are good sales producers.

material for all of the items in the canned meat line. Included are attractive counter cards, window streamers, consumers' booklets, dealers' caps, package and invoice inserts, etc. Typical examples of these sales building ma-

#### SINGLE ITEM DISPLAYS

Simple window displays with a concentration of idea are probably the most suitable for the average retailer. One-item displays, sometimes with subsidiary items, are more effective than wildly mixed windows. Mass displays of one product, or with one product predominating over other merchandise, impress the memory of the buyer while a mixed window may leave nothing with the customer but a vague idea of a jumble of products. Thus a display concentrated on ham, for example, will be more effective than a window containing ham, fresh meat, sausage, lard, etc.

#### EARLIEST "EYE APPEAL"

The idea of packaging goes all the way back to the Garden of Eden, where a spare rib was wrapped in a package which, for eye appeal, has never since been equalled.—"Facts in Food Distribution."



#### WINDOW STREAMERS

Window streamers like this are also used for chili con carne, tamales and other items of the line, with good results.

# NEW Selling Methods TO MEET Change in Trends

**T**HAT packers appreciate the need for thinking in terms of the retail store and retail selling in connection with broad policies of meat merchandising is becoming increasingly evident.

A Northwestern packer has employed what he terms "business development men." These were picked because of their background of retail merchandising and sales experience. Their job in general is to contact retailers—not so much in a sales capacity, but as advisers and observers. Primarily, of course, they try to build good will for the packer, open new accounts and aid in increasing sales tonnage by showing customers how to sell more.

Another Western packer is changing his sales set-up. He believes the greatest opportunities in meat sales today lie in showing retailers how to become better merchandisers. He is requiring, therefore, that his salesmen become expert retail merchandisers. A school for salesmen, in which advanced retail store operation is taught, is conducted by the sales department. Sales records of this packer have improved steadily since the new policy was adopted.

## Recruits from Retail Store

Another Mid-west packer has similar ideas on meat sales, and gradually will rebuild his sales force and adopt new sales technique. The retail store, he says, is the point where all foods are sold. How much the packer gets of the consumer's food dollar, he believes, will depend on the thoroughness with which consumers' buying habits and trends are analyzed, and the extent to which constructive efforts are made to capitalize on factors and conditions within the store which influence housewife spending and choice of foods.

All additions to this packer's sales force are recruited from the retail store. When a vacancy exists a man with a background of meat store experience is sought. These are given intensive training in meat selling before being given a route. They work on a salary and commission, with no limit on earnings. They are also being schooled in retail merchandising methods. One of their jobs is to aid and encourage retailers to sell more meat.

## EYE APPEAL HELPS SALES

In the modern food store the appeal is to the eye. Display is an important factor in sales strategy. It is important today to the packer that his products get an even break with the multitude of other foods competing for the housewife's food dollar.

that his products get an even break, so far as eye appeal and display are concerned, with the larger quantities and assortments of foods stocked and attractively displayed in the larger stores.

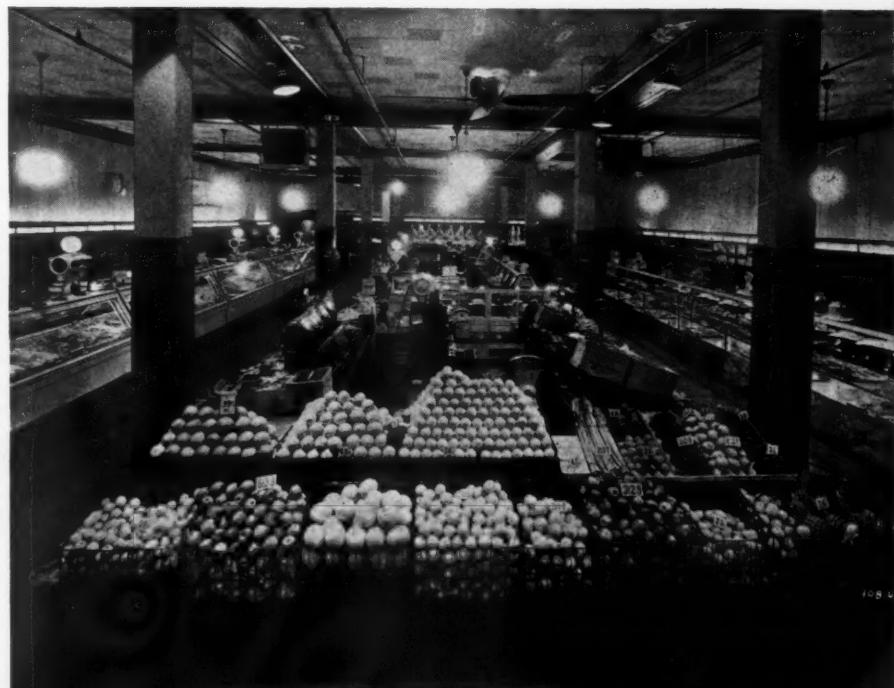
## USE RADIO TO FIGHT TAX

Radio, newspaper advertising and essay contests are being used by California chain stores to enlist public support in their effort to defeat the state chain store tax law at the referendum in November. The chain store tax was passed in 1935, but halted by a referendum petition.

A radio "California hour" is one of the principal pieces of chain store promotion. The program is of an "amateur" nature, using talent from various large California communities. It is designed to arouse statewide interest and community pride. The advertising consists of short announcements that "the chain stores of California want to be good neighbors and make your living easier and more enjoyable. Nine out of ten chain stores are California-owned."

## LAMB MERCHANDISING AID

As an aid in merchandising export lambs the Australian Meat Board has adopted a system of colored tags to denote first, second and third quality carcasses. The word "lamb" must appear on the certified tags of all classes, with the first and second qualities graded for weight 28 lbs. and under, 36 lbs. and under, 37 to 42 lbs., 43 to 50 lbs. and over 50 lbs. The third quality includes all weights. Australia exported 135,892,000 lbs. of lamb to Great Britain during the 10-month period ended April 30. This was 7,000,000 lbs. above the total during the like period in the preceding year.





“...but if the salt have  
lost its savor. . . . .

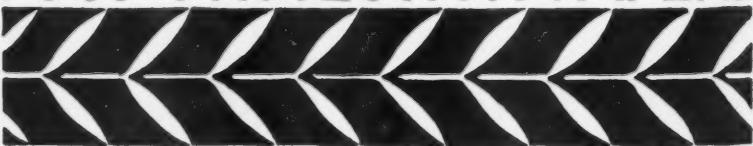
A great Teacher....an eternal truth  
....“it is thenceforth good for nothing,  
but to be cast out....”

For salt is flavor, and when flavor is  
lost, all is lost.

Here at KVP we specialize in papers  
that safeguard the flavor of food  
products. Have you a food packag-  
ing problem? We would like to  
help you solve it.



**KVP** FOOD PROTECTION PAPERS



KALAMAZOO VEGETABLE PARCHMENT CO., PARCHMENT (KALAMAZOO P. O.) MICHIGAN

# PRACTICAL POINTS \*

*for the Trade*

## Handling Sheep Casings

Considerable percentages of sheep casings used in the United States are imported, although wherever possible packers produce as large a portion of these casings as they can. Casings form one of the most valuable products from sheep. They are smaller and more tender than those obtained from either cattle or hogs.

When the animal is eviscerated the casings are taken to the casing department, where the black guts are cut off at the blind end, the cut being made about two inches above the opening. The black guts are not used for casings, but go to inedible.

The blind end of the gut is cut off 2 in. above the opening, thoroughly washed and turned inside out. It is then placed on a peg and thoroughly scrubbed, salted and dried. This portion of the gut is sold to pharmaceutical supply houses. These ends are called "caps."

**FATTING.**—Next the small intestines are pulled free from the ruffle fat, care being taken not to break or score walls of the intestine. At the same time all fat must be removed. The intestine is then placed in cold water. This prevents enlargement of any pinholes.

**STRIPPING.**—After chilling the intestines are stripped free of their contents by running them between the fingers of the workman or under the back of a knife blade or other dull instrument. This stripping is usually done twice to insure complete removal of contents.

**CLEANING.**—Intestines are then tied in sets of 10, hung on sticks and immersed in a tierce of water held at about 100 degs. F. They are held there about 1 hour or until the intestines are sufficiently softened so that the mucus can be removed in the casing cleaning machine. It formerly required soaking sheep casings 12 to 14 hours in water at a temperature of 50 degs. in the now obsolete fermenting method.

Intestines are then run between rolls of a cleaning machine to remove the mucus. This machine is similar to that used for hog casings and the procedure is the same (see *THE NATIONAL PROVISIONER* directions for handling hog casings) except that a spray of lukewarm water is played on the rolls while the intestines are being cleaned. For thorough cleaning the intestines should be run through the second time.

**GRADING.**—These are now sheep casings. They are thoroughly chilled in iced water or a mild pickle solution and are then delivered to the grading tables. Here they are inflated with water, mea-

sured for width and length and graded.

Where no machine is available the intestines can be cleaned by hand with a scraper, after they have been thoroughly fermented in warm water to loosen the mucous or muscular lining. The casings must be scraped over an absolutely smooth black walnut board or marble slab.

The first 8 yards of the narrow ends are cut off and sold to manufacturers of music and tennis strings, if possible, and the balance is used for sausage casings. Grading is as follows:

	Diameter.	Hank Length.
Narrows	Under 18 millimeters	100 yds.
Small mediums	18 to 20 mm.	100 yds.
Medium widens	20 to 22 mm.	100 yds.
Widens	22 to 24 mm.	100 yds.
Extra widens	24 mm. and over in diameter	100 yds.

Pieces under 6 feet in length are not included in these classifications. Some houses grade their casings still more closely, and for these special grades a price premium is secured.

Extreme care is used in measuring sheep casings. They are quite valuable, and if the lengths are measured too long considerable money loss is involved,

## Cleaning Hog Casings

New methods for cleaning casings have been devised whereby the casings are cleaned and ready for salting a short time after they leave the killing floor.

This is a far cry from the old method of soaking casings 24 or 48 hours at high temperatures, when oversoaked casings resulted in heavy losses and undersoaked product was difficult to slime, and when the odors attendant on this soaking and sliming process were very objectionable.

While increase in yield and the saving in labor are important in this new process, perhaps the most important features of mechanical cleaning are the speedy handling of the product and the elimination of all offensive odors.

A description of this method has been printed by *THE NATIONAL PROVISIONER*. Copy can be secured by sending a 10c stamp with request, as follows:

The National Provisioner,  
407 So. Dearborn St., Chicago, Ill.

Please send me copy of article describing modern method of cleaning hog casings.

Name.....

Street.....

City .....  
(Enclosed find 10c in stamps.)

while if measured too short the buyer is not satisfied. This measuring can be done by machine.

**CURING.**—After grading and measuring the casings are cured. They are made up into bundles and dipped and rubbed in fine salt and cured in bins for several days. They are then packed in barrels and tierces, or in smaller containers for buyers in small lots, and require no further processing or care before use or shipment.

It is common practice to use the wide sheep casing for frankfurters, the mediums for wieners and breakfast sausages, and the narrows for the small canned or cocktail frankfurters.

Sheep casings are very tender and must be handled with great care.

## EXCESS WATER IN BOLOGNA

A Midwestern packer complains of excessive water in jumbo bologna. He writes:

### Editor *THE NATIONAL PROVISIONER*:

We are finding our jumbo bologna too watery. We use a 50 per cent beef and 50 per cent pork formula. What is the maximum allowable temperature of meat in the chopper? What is the best smoking temperature for bologna?

This packer probably is adding too much ice during the chopping or mixing process. The meat should not be allowed to reach a temperature over 65 degs. Fahr. during grinding or mixing, but care must be exercised not to add too much ice or water.

Temperatures can be kept down by having the meat cold when it is ground and by controlling the speed in both processes. When beef used for manufacturing purposes comes from cattle off of grass, this meat is somewhat more watery than that from dry fed cattle. Consequently it will absorb still less water. Also, if the meat should be a little short the finished product may be watery.

It is good practice to smoke bologna at 120 degs. for about an hour, or until the sausage is thoroughly dry; then gradually raise to 150 degs. for two hours, or until thoroughly smoked.

## MEAT SMOKING SCHEDULES

If meats are soaked too long, time and money are lost; if they are not soaked enough, quality is affected. Packers who follow the soaking schedules in "PORK PACKING," The National Provisioner's book for pork packers, can't go wrong.

# CELOTEX VLT<sup>I</sup>\* COLD STORAGE INSULATION

\*Vaporproofed Low Temperature Insulation

*Stops*  
VAPOR  
PENETRATION

*Maintains*  
INSULATING  
EFFICIENCY

*Prevents*  
INCREASED  
OPERATING COSTS

BEFORE you choose ANY cold storage insulation be sure it is permanently sealed against VAPOR PENETRATION! That's your one complete protection from condensation within the insulation—loss of efficiency—increased costs. Water-proofing applied on the job, such as with plaster or asphalt, cannot give satisfactory protection.

Whether you are building a new cold storage system or replacing

wet or disintegrated insulation, use CELOTEX VLT<sup>I</sup>! It is the most stable cold storage insulation obtainable! Each VLT<sup>I</sup> block is completely vapor-sealed at the factory. Original efficiency is maintained permanently. Refrigerating apparatus runs less, wears less. Economical operation is maintained year after year.

Our engineers will be glad to make recommendations concerning your cold storage insulation problems. No obligation. Write us or mail the coupon below for free booklet "Celotex VLT<sup>I</sup>".



NP 8-36

THE CELOTEX CORPORATION  
919 N. Michigan Ave., Chicago, Ill.  
Please send me your FREE booklet  
"Celotex VLT<sup>I</sup>".

*Firm Name* \_\_\_\_\_

*Address* \_\_\_\_\_

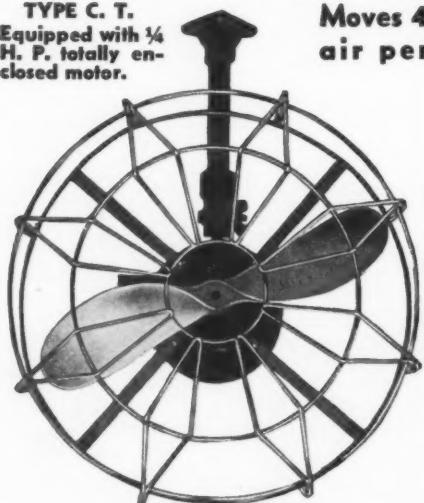
*City* \_\_\_\_\_ *State* \_\_\_\_\_

**CELOTEX**  
BRAND  
Reg. U. S. Pat. Off.  
Vaporproofed Low Temperature Insulation  
(Pat. Applied For)

## NEW!! AIR BLAST FANS for Lower Cooling Costs

TYPE C. T.  
Equipped with 1/4  
H. P. totally en-  
closed motor.

Moves 4,000 cu. ft.  
air per minute!



LOOK!!  
at the  
PRICE

**\$29.60**

110 V., A.C.  
F.O.B., N.Y.C.

Special introductory offer

**Two Weeks Free Trial**

Unconditionally guaranteed for 1 year

**Chelsea Fan & Blower Co., Inc.**  
370 W. 15th Street  
New York, N. Y.

High Handling Costs and Spoilage prey  
on your food stuffs in transit. Guard load  
and profits in

## MASTERCRAFT TRUCK BODIES

They protect the product, save valuable  
time, give big advertising value without  
a price penalty

**LUCE MFG. CO., LANSING, MICH.**

**Cold Storage  
DOORS  
ARE  
Superior**

BEFORE buying any doors investigate HILL.  
Superior construction at moderate prices.  
Prompt, economical shipment by truck within  
several hundred miles of factory. Send for new  
32-page catalog describing complete line and  
listing detailed specifications.

DOOR DEPARTMENT  
C. V. HILL & CO., Inc., TRENTON, N. J.

# REFRIGERATION \*

## *and Air Conditioning*

### Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

#### THE LIQUID LINE

Condenser sometimes does not drain properly because liquid line between condenser and receiver is too small. In one case 5 stands of double pipe condensers 10 pipe high and 18 ft. long were connected at the liquid outlet with a half-inch diameter liquid header which was in turn connected to the liquid receiver by means of a half-inch pipe.

It requires no stretch of the imagination to picture just what influence such a hook-up had on condensing pressures and condenser performance in general.

To correct this condition, a 1½ in. liquid header was substituted for the half-inch header and a 1¼ in. coupling welded into the shell of the receiver in order that the liquid drain from the header could be made 1¼ in.

The net result of this change was a

reduction in condensing pressure of from 12 to 15 lbs. In addition to this, it was found that the liquid level in the receiver as indicated by the gauge glass was practically constant and that at no time was the liquid seal broken at the liquid outlet.

The liquid pipe connecting the liquid header and receiver should always be of ample cross-sectional area to insure rapid drainage of the condensers and be free from traps and trick connections. If possible, give this line a fall towards the receiver, this will help materially. —"Refrigeration."

#### REFRIGERATION NOTES

Harper-Test Cold Storage Co., Ontario, Ore., has added wholesale and retail meat business.

A 13-ton refrigerating machine has been installed at plant of Glassboro Cold Storage Co., Glassboro, N. J.

Wahoo Ice Company, Wahoo, Nebr. is converting two rooms into cold storage plant with 250 individual lockers.

William B. Mohr, Houston, Tex., recently purchased two 25-ton and one 30-ton refrigerating machines, and 30-ton ice freezing system for use in storage plant.

Harold A. Pickens, Anderson, S. C., recently purchased a 4-ton refrigerating machine for use in dairy.

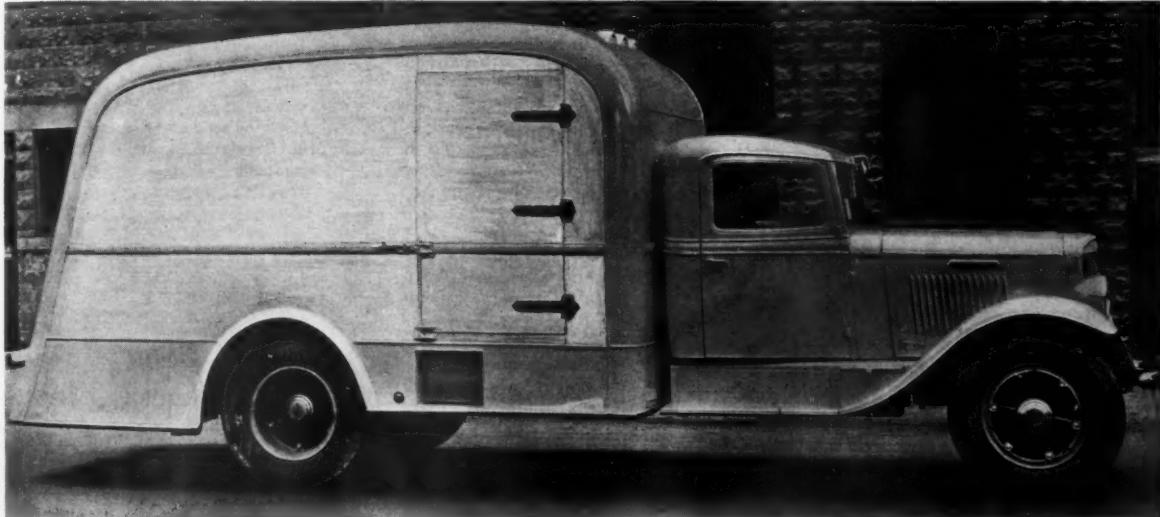
MacDonald Building Co., Tacoma, Wash., is erecting concrete one-story building with large basement cold storage plant at 101 N. Tacoma ave.

Laurel Wholesale Grocery Co., plans to erect two-story building to include cold storage plant at Laurel, Miss.

W. H. Hibbert meat and grocery store, Dayton, Ore., has installed cold storage plant with 140 individual lockers.

#### PERISHABLE FREIGHT

Consideration of the subjects listed below will be given by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, Room 308



SHOWS REFRIGERATED TRUCK DEVELOPMENT

To illustrate current improvement in design of refrigerated truck bodies for distributing packinghouse products, Giffel Body Mfg. Co., Terre Haute, Ind., has built a demonstrator body for the study of packers and contract haulers interested in improving their equipment. Body is streamlined both front and rear, and has a load capacity of 4 to 5 tons. Refrigeration is supplied by Kold Hold units.

These are hooked up with a Kelvinator condensing unit carried under the right hand rear portion of body.

This refrigerating equipment will maintain temperatures between 30 and 40 degs. To provide maximum economy in operation of refrigerating equipment, body is insulated with 4 in. of Dry-Zero Sealpad in the roof and sides and 4 in. of cork in floor. Doors are placed at rear and at right-hand side—the latter for convenience in unloading when car is standing at curb. Body is lined with cypress and entire floor is covered by maple racks. Body is 12 ft., 7½ in. long, 7 ft., 4 in. wide and 7 ft., 4 in. high, and is mounted on an International 2-ton chassis.



Even your closest personal inspection of this installation could not possibly convey the EASE with which Corinco Cork Pipe Covering can be applied.

This simplicity of application is facilitated by an ample supply of the accessories necessary to the proper erection and finishing of each job: waterproof cement, copper-clad annealed steel wire, brine putty, seam filler and covering paint; products specially manufactured and adapted to the high standards of Corinco Cork Pipe Covering.

ALWAYS SPECIFY CORINCO CORK PIPE COVERING

**CORK INSULATION COMPANY INC.**  
155 EAST 44<sup>th</sup> STREET NEW YORK CITY, N. Y.

BRANCHES AND DISTRIBUTORS IN PRINCIPAL CITIES • FACTORY: WILMINGTON, DEL.  
MANUFACTURERS OF CORINCO SHEET CORKE • CORINCO GRANULATED CORKE • CORINCO CORK PIPE COVERING

Union Station Bldg., 516 W. Jackson Blvd., Chicago, on Tuesday, Sept. 1, 1936, commencing at 10:00 a. m., Eastern standard time.

Top icing vegetables loaded in box cars; re-icing in transit shipments of tomatoes billed "initially iced—Do not re-ice"; shippers' instructions; allowance for weight of preservatives transported with cheese; top icing vegetables; pre-iced car loaded with perishable freight cooled in car at point of origin or cooled in transit by shipper; change from standard ventilation to refrigeration; one re-icing on shipments of fruits and vegetables from Southwestern territory; list of perishable commodities; protective service against cold on bananas; inspection of cars.

#### TRUCK INVESTIGATIONS

Private motor truck operations of packers will be covered by an Interstate Commerce Commission investigation in Ex Parte No. BMC 2 into the maximum hours of service of employees of private carriers of property by motor truck. The commission is also investigating, in Ex Parte No. BMC 3, the need for "prescription of qualifications and maximum hours of service of employees and standards of equipment in connection with the operation of motor vehicles used in transporting property by private carriers." The proceedings will be set for hearing later.

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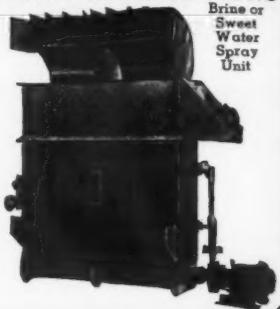
## AIR CONDITIONING

### FOR ALL PACKING PLANT APPLICATIONS

• Niagara all-aluminum air conditioning equipment and systems have proved their worth in chill rooms, holding coolers, provision curing rooms, packaging rooms, in sausage manufacturing and other packing house departments, providing lower costs of operation and maintenance and higher quality, better appearance and saving in loss from shrinkage.

Representatives in principal cities. Address inquiries to

**NIAGARA  
BLOWER COMPANY**  
6 E. 45th Street, New York City



**THEURER  
ICEFIN  
Refrigeration**



Warm Air

### The MODERN METHOD of TRUCK COOLING

Operates on forced-circulation principle; insures positive absence of hot spots in body. Operates off truck battery. Economical to use; highly efficient. Now being used by leading packers. Four sizes fill all needs.

Write for details!

**THEURER WAGON WORKS, Inc.** New York, N. Y.  
North Bergen, N. J.  
Builders of Commercial Insulated and Refrigerated Bodies

#### TRUCK vs. RAIL RATES

Reopening of the record in I. and S. No. 4214, reduced freight rates on meats from Chicago to Eastern points, (see page 42 of THE NATIONAL PROVISIONER for July 18) has been requested by the American Stock Yards Association and Cleveland Union Stock Yards Co. They have asked the commission to receive evidence about value of truck rates as yardsticks to determine the competitive situation as to meats. The railroads introduced testimony to show that they must meet the lower motor truck rates in order to retain and regain their traffic in meats and packinghouse products.

Livestock groups wish to introduce testimony to prove that motor carrier rates on which railroads based their suspended rates were below the level necessary to maintain regular, adequate and efficient service, and that practices of some motor carriers were not in accord with the motor carrier act. They assert that there is doubt of the correctness of the yardstick used by railroads in publishing new rates which destroy the rate structure in Eastern territory.

#### HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's pork plant book.

#### PACKERS ARE MODERNIZING

H. H. Meyer Packing Co., Cincinnati, O., is constructing a new three-story and basement building covering 22,000 sq. ft. to house sausage and curing departments. The structure will be of brick and concrete, with tile interior side walls and brick floors. Curing will be done on second and third floors and sausage grinding and curing on first floor.

Two Pak Ice machines with a combined capacity of 50 tons per day are being installed by E. Kahn's Sons Co., Cincinnati, O. The equipment is being placed in a new building constructed for the purpose. The ice will be used for cooling refrigerator cars.

#### HORMEL EMPLOYMENT HIGH

Plant employment of Geo. A. Hormel & Co., Austin, Minn., reached an all-time high on August 1, 1936, when 2,900 persons were engaged in plant activities, not including 334 office employees. This compares with 2,475 plant employees on August 1, 1935, and 2,289 at the same date in 1933. In 1934 more people were employed because of special work being done on government account. During July the company employed an average of 2,800 persons in the plant and 325 in the office.

Watch "wanted" page for bargains.

**The National Provisioner**

A Page for

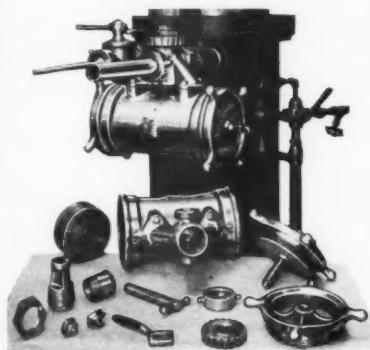


# PURCHASING Departments

## CUTS PACKAGING COST

In plants where pork sausage meat, hamburger and other ground products are sold in packages, the dispenser has been found to be a time and money saver. This attaches to the stuffer and can be set to deliver a predetermined quantity of product.

Recent changes in design have resulted in simplifying and improving the "Boss" dispenser, the Cincinnati Butchers Supply Corp. announces. Cylinders



## MEASURES THE QUANTITY

Boss dispenser for delivering exact quantities of pork sausage meat, hamburger and other ground products into packages. Shown attached to stuffer.

are made of special metal and adjustments may be made by hand without the aid of tools or wrenches. The device is made in two sizes. Size No. 1 is for dispensing 1 lb. of meat at a time. It is made in this size only. Size No. 2 dispenses meat in bulk quantities of  $\frac{1}{4}$  to 5 lbs. The quantity is predetermined and readily maintained.

## DELUXE TRUCK EQUIPMENT

Recognizing the increasing attention the public is paying to smart-looking delivery equipment, and the business building value of such equipment to its owners, as revealed in a study made by Ford engineers, the Ford Motor Company has announced availability of deluxe equipment on all its trucks and commercial cars.

All units on 112-, 131  $\frac{1}{2}$ - and 157-in. wheelbase chassis are now obtainable at small extra cost with ventilating back window, dome lamp, tandem windshield wipers, sun visor for driver, ash tray, cigar lighter, twin horns and heavy

chrome finish on the windshield frame, rear view mirror, and radiator shell and grill. Other types are furnished with most of these items.

Good looking equipment is effectively used in three ways, the Ford survey indicated. One is to call the public's attention to a new firm or one comparatively unknown. The second is to increase the prestige of a firm already known and the third is to build customer satisfaction.

New concerns starting out in business find smart looking equipment an excellent means of introducing their names to the public, while firms long in business frequently include the use of new equipment in expansion programs and new merchandising plans, it was discovered.

Businesses whose contact with their customers through their delivery fleets is important are finding that smart-looking equipment results in increased business and customer satisfaction. Housewives, lacking direct contact with firms with which they do business, in many cases judge them by the appearance of their delivery units, the survey indicated.

## SAUSAGE EYE APPEAL

Many purchases of sausage are made on impulse; that is, the housewife does not plan to buy in advance. She decides to purchase after seeing the products on display in the retail store, because she is perhaps reminded she needs something for the childrens' lunch or because they "look good."

That sausage is largely bought on impulse has long been known to meat merchandisers. These have consistently advocated attractive retail displays of product as the most important factor in increasing sausage sales—displays that will attract the housewife's attention, arouse her interest and influence her to buy.

A new development by the Visking Corp. to give increased eye appeal to sausage products, is decorative fibrous casings in unique and attractive patterns. That casings bearing these decorative designs—five of which are shown in the accompanying illustration—are more than novelty is evidenced by increased demand for the caulk-fat pattern, the first of the designs to be introduced.

The patterns, of which there are twelve, are named Daisy, Basket Weave, Spider Web, Criss Cross, Florentine, Diamond, Tweed, Fleur de Lis, Modern-

istic, Flash, Venetian and Caul Fat. It is believed they will enable packers and sausage manufacturers to dress up their products in a manner to gain extra attention when displayed in stores.

There is no limit, it is announced, to the number of private patterns that can be produced in addition to the twelve stock patterns.

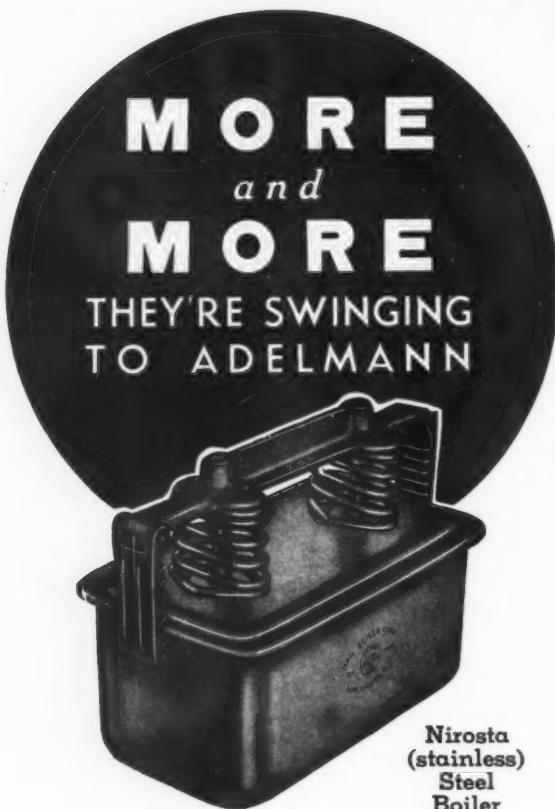
## SERVICING THE INDUSTRY

D. C. Lingo Co., 307 M and M Bldg., Houston, Tex., now represent the Jamison Cold Storage Door Co. in the Houston area. D. C. Lingo has long been associated with the refrigerating industry in the Houston area. Jamison Company, oldest and largest makers of cold storage doors in the world, has recently developed a new door gasket which is receiving wide attention. D. C. Lingo Co. will handle replacement sales of this new gasket, as well as sales and service of all other Jamison products.

## TO INCREASE SAUSAGE SALES

Five of the twelve decorative stock designs being applied to Visking fibrous sausage casings to increase eye appeal and sales. Packers and sausage manufacturers may secure these casings in exclusive designs.





The trend to Adelmann is apparent everywhere. The number of Adelmann Ham Boilers in use is constantly increasing. The list of Adelmann users includes the shrewdest operators in the packing industry. *And with good reason!*

Adelmann Ham Boilers provide exceptional results because of exclusive features. Ham cooks in its own juice, under variable pressure, through application of the Adelmann self-sealing cover and elliptical yielding springs. Hams are perfectly molded, have perfect flavor, and appetizing appearance. Hams produced with Adelmann Ham Boilers really *sell!*

Adelmann Ham Boilers, "The Kind Your Ham Makers Prefer," are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel—the most complete line available. The Adelmann Washer, Foot Press, Ham Washer and other supplementary equipment cut ham boiling costs, assure perfect results from Adelmann Ham Boilers, and pay for themselves through economies. Write for free booklet "The Modern Method" and liberal trade-in schedule.

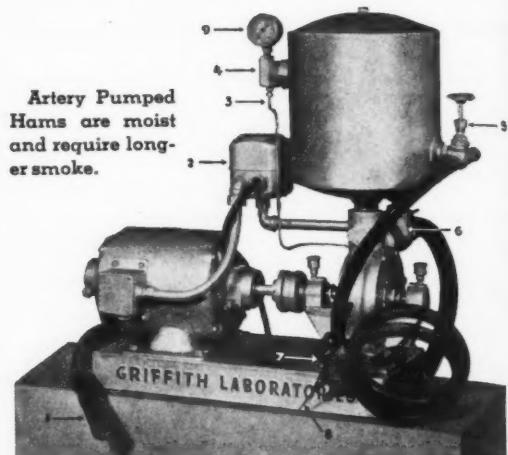
## HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bolians & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

## BIG BOY No. 4



"Artery Cures" were introduced by The Griffith Laboratories several years ago. Many packers were slow to adopt the "PRAGUE POWDER" Pickle Artery Method of Curing." They were afraid of too much moisture in the ham or picnic. Time has proved our claims that a sweeter, juicier product can be sold. Time also proves our claim to a larger yield and a quicker turn-over.

## THIS ARTERY PUMPED HAM HAS *Flavor and Style*



It can be Baked without soaking—  
It can be Boiled without soaking—  
It can be Smoked and Sliced and Fried without soaking.

## THE GRIFFITH LABORATORIES

1415-25 W. 37th St., Chicago, Illinois

Canadian Factory and Office:  
1 Industrial St. Leaside, Toronto 12, Ontario

# PROVISIONS AND LARD ★

## WEEKLY MARKET REVIEW

**H**OOG products market was rather erratic the past week, lard breaking some 75 to 85 points from the season's highs only to recover 37 to 45 points from the lows of the month, and show modest net losses compared with a week ago. The action paralleled developments in grains to a large extent. Weakness in wheat and corn, notwithstanding a bullish government report, resulted in selling and liquidation in lard, which ran the market into stop-loss orders and brought about stiff reaction.

Weather in the Corn Belt during the week indicated little improvement in the crop outlook on the small August 1 estimate of 1,439,000,000 bu. compared with 2,291,000,000 bu. harvested last year and a five-year-average crop of 2,553,000,000 bu. Washington was inclined to point out that the feedstuff situation was such that there might be forced marketing of livestock for a time and lower prices but that later this year, and surely next year, higher levels would prevail. The corn, oats, and barley crops are so short compared with last year the trade is inclined to the con-

clusion that livestock numbers must be reduced.

### Good Hog Market Prevails

Receipts of hogs at Western packing points last week totaled 308,700 head compared with 303,500 head the previous week and 171,300 head the same week a year ago. Average price of hogs at Chicago at the outset of this week was 9.90c, while top hogs went to a new high for the year at mid-week at 11.40c. Average weight at Chicago last week was 269 lbs. compared with 270 lbs. the previous week, 270 lbs. a year ago and 250 lbs. two years ago.

Lard production during June, 1936, was officially placed at 87,288,000 lbs. compared with 49,102,000 lbs. in June last year, and a five-year-June-average of 118,541,000 lbs.

Average live cost per 100 lbs. of hogs in June was 9.64c against 9.54c in May and 9.27c in June last year. Average yield per swine was 75.52% in June compared with 75.40% previous month and 74.89% in June last year. The average live weight of hogs in June was

241.97 lbs. against 231.59 lbs. the previous month and 235.77 lbs. in June last year.

Official lard exports for week ended August 1 totaled 2,412,000 lbs. compared with 621,000 lbs. same week last year.

(Continued on page 27.)

### MEAT AND LARD STOCKS

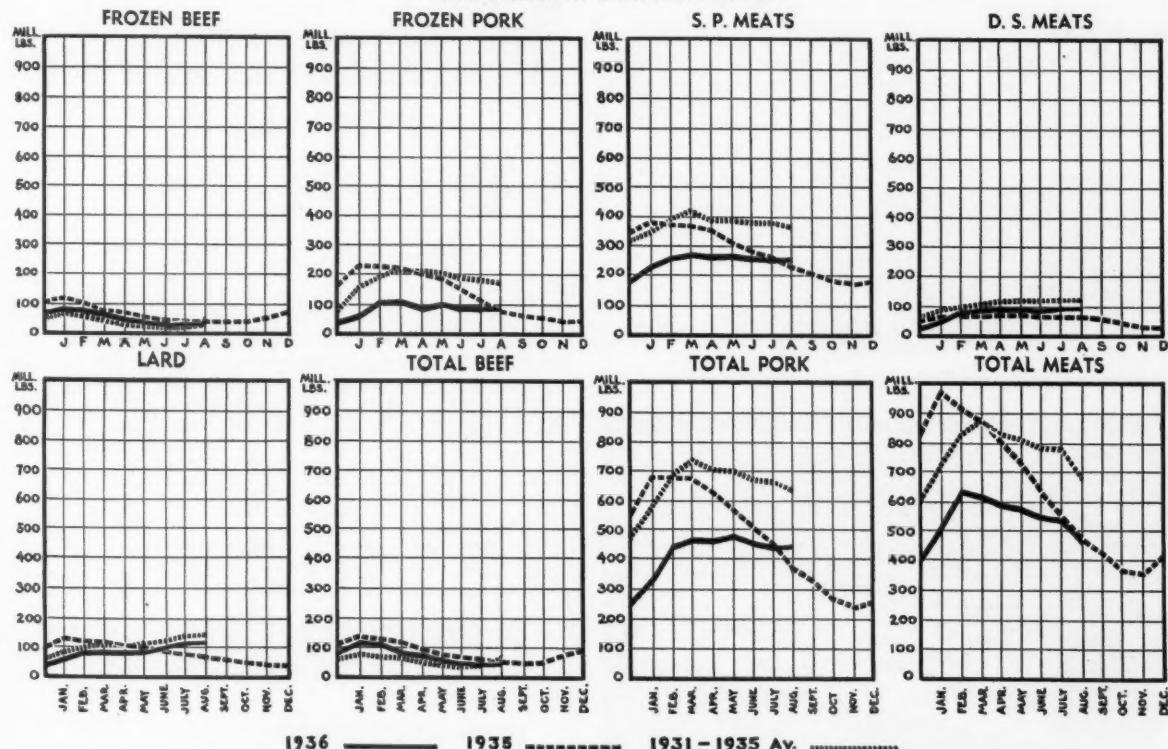
Storage stocks of meats and lard on August 1 showed considerable increase over those of a month earlier, but in all cases they were well below the five-year-average of that date.

Stocks are not burdensome and should find ready outlet, unless heavy marketings of hogs occur in the near future, which does not now seem probable. Feeder pigs are in demand, and while certain sections are in a bad situation from drought, other parts of the country have normal crops of one kind or another. If product prices do not go beyond a level the consuming public is willing to pay, there should be no question of a good outlet.

(See table on page 27.)

## STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



This chart is a part of THE NATIONAL PROVISIONER DAILY MARKET SERVICE series showing trend of storage stocks of meats and lard during the first seven months of 1936, compared with the like period of 1935 and the five-year-average for the same period.

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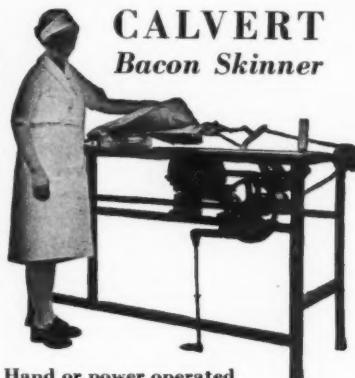
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## Hog Cut-Out Results

GOOD hogs in upper price brackets during the week cut at a loss, and heavy butcher's cut at a loss of \$3.50 per head. Price paid for these hogs appears to be very much out of line with value of product they yield. This grade was in small supply and apparently to fill certain needs there was a disposition to pay whatever was necessary to meet requirements.

Top on the fourth day of the current week went to \$11.55, paid rather freely for quality hogs averaging 210 to 240 lbs. and the average of that day went to \$10.25, a high average when it is considered that runs included a good many sows and unfinished butchers. Week's supply at Chicago during the four-day period was some 17,000 head under the previous week and order buying was active. Need to get hogs overshadowed their cut-out value, as is only too apparent by the test shown on this page.

This test is figured on the basis of live hog costs and product values at Chicago, average costs and credits being used.

### PROVISIONS AND LARD

(Continued from page 25.)

Jan. 1 to August 1 this year exports amounted to 69,712,000 lbs. compared with 74,803,000 lbs. the same time a year ago.

PORK—Demand was fair and mar-

ket steady at New York with mess quoted at \$31.00 per barrel, family \$30.00 per barrel and fat backs \$22.00 @25.00 per barrel.

LARD—Demand was fair at New York and market steady with prime Western quoted at 12.15@12.25c, middle Western 12.05@12.15c, New York City tierces 11 1/4c, tubs 11 1/4c@12c, refined Continent 12 1/4c@12 1/4c, South American 12 1/4c@12 1/4c, Brazil kegs 12 1/2c@12 1/4c, compound in car lots New York 12 1/4c, smaller lots 12 1/4c.

(See page 38 for later markets.)

At Chicago regular lard in round lots was quoted at 2 1/2c under September, loose lard 7 1/2c under September and leaf lard at 7 1/2c under September.

BEEF—The market was quiet but steady at New York, with mess nominal, packer nominal, family \$15.00@16.00 per barrel and extra India mess nominal.

### U. S. INSPECTED HOG KILL

Kill at 8 points week ended August 7, 1936:

	Week ended Aug. 7.	Prev. week.	Cor. week.
			1935.
Chicago	77,481	69,722	39,265
Kansas City, Kans.	31,382	33,235	16,370
Omaha	29,528	33,633	13,237
St. Louis & East St. Louis	34,776	40,204	20,674
Sioux City	22,703	23,815	11,239
St. Joseph	11,871	13,041	6,853
St. Paul	24,073	22,003	8,211
N. Y., Newark and J. C.	28,738	29,594	21,267
Total	260,579	265,247	137,125

### STOCKS IN COLD STORAGE

Stocks of meat and lard on hand in the United States on August 1, 1936, with comparison:

	1934.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)				
Jan. 1	129,763	402,632	97,301	132,510	
Feb. 1	177,292	442,488	110,674	168,756	
Mar. 1	184,536	438,069	113,208	177,560	
Apr. 1	167,436	381,248	108,538	173,775	
May 1	165,772	381,633	107,919	170,441	
June 1	166,130	376,631	98,294	182,576	
July 1	167,463	369,293	91,209	195,973	
Aug. 1	181,254	370,695	91,617	200,497	
Sept. 1	151,849	326,379	63,782	167,155	
Oct. 1	130,233	335,219	58,780	127,847	
Nov. 1	123,677	330,378	50,682	105,519	
Dec. 1	158,675	360,332	52,906	103,827	

	1935.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)				
Jan. 1	230,866	387,856	68,841	118,107	
Feb. 1	226,487	374,600	69,769	112,111	
Mar. 1	220,719	376,807	73,789	110,508	
Apr. 1	203,295	350,291	73,577	104,861	
May 1	177,837	315,779	71,265	101,224	
June 1	147,991	290,718	66,907	91,708	
July 1	115,645	284,863	64,799	84,680	
Aug. 1	83,119	225,560	61,231	68,435	
Sept. 1	65,689	205,476	54,084	53,537	
Oct. 1	51,013	185,550	41,042	45,350	
Nov. 1	37,893	174,329	28,641	40,702	
Dec. 1	36,048	186,177	30,984	37,906	

### HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	
180-220 lbs.									
Regular hams	14.00	21.00	\$ 2.94	13.70	20.37 1/2	\$ 2.79	13.30	19.12 1/2	\$ 2.54
Picnies	5.60	15.17	.85	5.30	14.17	.75	5.00	11.04	.55
Boston butts	4.00	19.00	.76	4.00	19.00	.76	4.00	19.00	.76
Loins (blade in)	9.80	22.00	2.16	9.50	19.00	1.81	9.00	16.00	1.44
Bellies, S. P.	11.00	19.17	2.11	8.70	18.42	1.60	3.50	17.67	.62
Bellies, D. S.	...	...	...	3.00	13.00	.39	9.00	12.75	1.15
Fat backs	2.00	8.62 1/2	.17	4.00	9.37 1/2	.38	5.00	10.75	.54
Plates and jowls	2.50	9.75	.24	2.50	9.75	.24	3.00	9.75	.29
Raw leaf	2.00	10.87	.22	2.10	10.87	.23	2.00	10.87	.22
P. S. lard, rend, wt.	11.60	11.22	1.30	10.90	11.22	1.22	11.00	11.22	1.23
Spareribs	1.50	11.50	.17	1.50	11.50	.17	1.50	11.50	.17
Trimmings	3.00	9.75	.29	2.80	9.75	.27	2.70	9.75	.26
Feet, tails, neckbones	2.00	....	.06	2.00	....	.06	2.00	....	.06
Offal and misc.	...	...	.35	...	...	.35	...	...	.35
TOTAL YIELD AND VALUE	69.00		\$11.62	70.00		\$11.02	71.00		\$10.18
Cost of hogs per cwt.		\$11.15		\$11.20			\$10.85		
Condemnation loss		.05		.05			.05		
Handling & overhead		.64		.56			.54		
TOTAL COST PER CWT. ALIVE		\$11.84		\$11.81			\$11.44		
TOTAL VALUE		11.62		11.02			10.18		
Loss per cwt.		.22		.79			1.26		
Loss per hog		.44		1.90			3.53		

Week ending August 15, 1936

Page 27

## PORK PRODUCTS EXPORTS

### PORK

To	Week ended Aug. 8, 1936	Week ended Aug. 10, 1936	Nov. 1, 1935 to Aug. 8, 1936
United Kingdom	25	184	
Continent	...	857	
West Indies	...	160	
Total	25	1,201	

### BACON AND HAMS

To	M lbs.	M lbs.	M lbs.
United Kingdom	405	825	68,079
Continent	...	...	95
West Indies	2	...	186
Other Countries	...	...	5
Total	407	825	68,365

### LARD

To	M lbs.	M lbs.	M lbs.
United Kingdom	765	365	70,746
Continent	100	4	6,814
Sth. and Ctl. America	...	56	913
West Indies	119	...	2,416
Other Countries	...	...	3
Total	984	425	80,892

### TOTAL EXPORTS BY PORTS

From	Bacon and Pork, Hams, Lard, bbls.	M lbs.	M lbs.
New York	314	476	
New Orleans	...	116	
Montreal	91	388	
Halifax	2	3	
Total Week	407	983	
Previous Week	1,160	3,063	
2 weeks ago	67	1,351	2,053
Cor. week 1935	25	825	425

### SUMMARY NOV. 1, 1935 TO AUGUST 8, 1936.

	1935 to 1936	1934 to 1935	Decrease
Pork, M lbs.	240	327	87
Bacon and Hams, M lbs.	68,365	95,964	27,499
Lard, M lbs.	80,892	90,697	9,805

## MEAT IMPORTS AT NEW YORK

For week ended Aug. 7, 1936:

Point of origin.	Commodity.	Amount Lbs.
Argentina—S. P. picnics	...	21,836
—D. S. clear bellies	47,131	
—S. P. hams	1,497	
—Smoked sausage	6,173	
Canada—Smoked pork	6,238	
—S. P. hams	4,500	
—Fresh frozen hams	1,090	
—Fresh chilled calf livers	240	
—Fresh chilled pork	6,778	
—Fresh chilled beef	12,458	
—Fresh chilled veal carcasses	6,890	
Czechoslovakia—Cooked ham	22,816	
Denmark—Cooked ham	7,500	
England—Smoked bacon	...	
—Extract of beef	3,072	
Estonia—Cooked pork	7,432	
France—Beef salad	709	
Germany—Smoked bacon	287	
—Smoked rolled ham	802	
—Smoked sausage	1,972	
Holland—Cooked ham	1,739	
—Smoked ham	844	
—Smoked sausage	44	
—Cooked sausage	150	
Hungary—Cooked ham	19,317	
Ireland—Smoked bacon	1,997	
Italy—Smoked sausage	19,359	
—Cured ham	187	
Lithuania—Cooked sausage	11,684	
—Cooked sausage	233	
—Smoked bacon	104	
Poland—Smoked bacon	18,562	
—Luncheon meat	31,743	
—Cured pork	581,677	
—Smoked sausage	5,252	
—Spiced hams	1,038	
—Switzerland—Bouillon cubes	5,097	
—Granulated bouillon	264	
—Soup tablets	4,446	
Uruguay—Oleo stearine	199,790	
—Canned corned beef	33,930	

### LARD AND GREASE EXPORTS

Exports of lard from New York City, Aug. 1, 1936, to Aug. 12, 1936, totaled 367,064 lbs.; greases 151,600 lbs.; stearine, none; tallow, none.

# CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

### FUTURE PRICES

SATURDAY, AUGUST 8, 1936.

Open. High. Low. Close.

### LARD—

Sept.	11.77 1/2	11.77 1/2	11.67 1/2	11.70
Oct.	11.82 1/2	11.82 1/2	11.75	11.77 1/2
Dec.	11.95	11.95	11.85	11.87 1/2
Jan.	12.00-11.97 1/2	12.00	11.92 1/2	11.92 1/2
May	12.20	12.20	12.15	12.17 1/2 b

### CLEAR BELLIES—

Sept.	...	...	13.70 ax	
Dec.	14.00	...	14.00 ax	

SATURDAY, AUGUST 10, 1936.

Open. High. Low. Close.

### LARD—

Sept.	11.70	11.75	11.70	11.72 1/4 ax
Oct.	11.82 1/2	11.82 1/2	11.80	11.80 ax
Dec.	11.95	11.95	11.82 1/2	11.82 1/2
Jan.	12.00-11.97 1/2	12.00	11.95	11.90-85
May	12.20	12.25	12.15	12.20

### CLEAR BELLIES—

Sept.	...	...	13.70 n	
Dec.	14.00	...	14.00 ax	

SATURDAY, AUGUST 11, 1936.

Open. High. Low. Close.

### LARD—

Sept.	11.75	11.80	11.72 1/2	11.75 b
Oct.	11.82 1/2	11.82 1/2	11.80	11.82 1/2
Dec.	11.95	12.00	11.92 1/2	11.95 b
Jan.	12.00-11.97 1/2	12.05	11.95	11.97 1/2 b
May	12.20	12.25	12.20	12.20

### CLEAR BELLIES—

Sept.	...	...	13.70 n	
Dec.	14.00	...	14.00 ax	

SATURDAY, AUGUST 12, 1936.

Open. High. Low. Close.

### LARD—

Sept.	11.97 1/2	12.02 1/4	11.87 1/2	12.02 1/4 b
Oct.	11.95	12.12 1/2	11.95	12.12 1/2
Dec.	12.15-17 1/4	12.25	12.10	12.22 1/4-25
Jan.	12.20	12.30	12.15	12.30 ax
May	12.40	12.50	12.35	12.50

### CLEAR BELLIES—

Sept.	...	...	13.70 n	
Dec.	14.00	...	14.00 ax	

SATURDAY, AUGUST 13, 1936.

Open. High. Low. Close.

### LARD—

Sept.	12.15	12.30	12.15	12.25 ax
Oct.	12.20	12.35	12.20	12.32 1/2 b
Dec.	12.32 1/2-35	12.30	12.32 1/2	12.45-40
Jan.	12.40	12.52 1/2	12.40	12.45 b
May	12.67 1/2	12.77 1/2	12.67 1/2	12.72 1/2 b

### CLEAR BELLIES—

Sept.	...	...	13.70 n	
Dec.	13.97 1/2	...	13.97 1/2	

SATURDAY, AUGUST 14, 1936.

Open. High. Low. Close.

### LARD—

Sept.	12.35	12.35	12.20	12.25 b
Oct.	12.45	12.45	12.32 1/2	12.32 1/2 b
Dec.	12.55-65	12.65	12.40	12.45 b
Jan.	12.67 1/2-60	12.67 1/2	12.42 1/2	12.45 b
May	12.80-95	12.95	12.70	12.70

### CLEAR BELLIES—

Sept.	...	...	13.57 1/2 ax	
Dec.	13.95	13.95	13.90	13.90 ax

SATURDAY, AUGUST 15, 1936.

Open. High. Low. Close.

### LARD—

Sept.	12.45	12.45	12.30	12.35
Oct.	12.55	12.55	12.40	12.45
Dec.	12.67 1/2	12.67 1/2	12.45	12.50
Jan.	12.80-95	12.95	12.70	12.70
May	13.00	13.00	12.70	12.70

### CLEAR BELLIES—

Sept.	...	...	13.57 1/2 ax	
Dec.	13.95	13.95	13.90	13.90 ax

SATURDAY, AUGUST 16, 1936.

Open. High. Low. Close.

### LARD—

Sept.	12.55
-------	-------

# THE FOLLOWING FOUR PAGES

contain interesting facts and figures of major importance to every meat packer and sausage manufacturer. Presented on these pages are the results of an investigation conducted by the laboratories of Bertram Feuer & Associates, Chicago, whose position and standing in the field of bacteriology are unquestioned.

The survey as presented herewith is a reproduction of the original report submitted to the Wm. J. Stange Company by the Feuer Laboratories. The facts, figures and conclusions contained in this analysis speak for themselves.

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2534-40 W. Monroe St., Chicago, Ill.

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REPORT

on

\* THE BACTERIAL CONTENT OF SPICES \*

(Laboratory No. 221-399)

to

Wm. J. Stange Company  
2534 West Monroe Street  
CHICAGO

Previous microbiological examination of DRY SPICE ESSENCES as produced by the Wm. J. Stange Company showed the paucity of microbial population therein. This fact became more pronounced after consideration was given to the excessive number of bacteria reported in certain ground spices. Since these spices and dry essences are used for seasoning of food products, and in view of the studies conducted by the Institute of American Meat Packers under the direction of their Director of Scientific Research, Doctor Lewis, which have stressed the point of avoiding contamination of a bacteriological nature, the importance of not increasing the already present and unavoidable microbial content of food products is obvious. And the lesser the microbial content of added materials, as seasoning, the more desirable should be the finished product, from the standpoint of minimizing the chances for spoilage.

With these views in mind, the advisability of determining and comparing the microbial content of ground spices with the DRY SPICE ESSENCES resulted in the studies herewith reported.

SAMPLES: Sterile glass stoppered bottles were provided for the collection of all samples examined, and suitable instructions concerning the technique of taking the

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(Advertisement)

samples for bacteriological examination were given. Further instructions concerned the practical sampling of materials, in order that these samples would conform to conditions as found in practice; only usable spices were sampled for these purposes.

METHODS: Standard methods of usual careful bacteriological technique employing commercially available materials, including DIFCO dehydrated media, were used. In each case, ten grams of the original sample, accurately weighed, was diluted to make a ten per cent dilution. After thorough mixing, further dilutions were made as required. One cubic centimeter of a dilution so obtained was used for planting. The plantings were counted after incubation for forty-eight hours @20° C. for gelatin plates, and @37° C. for the agar plates.

To insure comparable results, similar samples were plated and counted along one another. Further precautions employed the use of separate pipettes for each dilution and planting. Sterility tests on all materials, as well as controls of diluting and planting media were made in each instance. Final counts are based on the enumeration of colonies developing on plates containing a reasonable number and so distributed that the entire plate could be counted. Resulting counts are based on the number of colonies developing from one gram of sample.

RESULTS: The following tabulation of results obtained in estimating the bacterial content of the samples examined is self-explanatory. The samples labelled -(STANGE)- are DRY SPICE ESSENCES. The samples marked "B", "N", "S", and "H", designate samples of ground spices obtained from various packing plants. The numerical designations under bacterial counts refer to the number of bacteria developing from one gram of sample. Listings numbered -a- are duplicate but separate determinations on the same sample.

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NO	SAMPLE LABELLED	BACTERIAL COUNT PER GRAM SAMPLE	
		@20°C.	@37°C.
1	Peppercream (STANGE)	0	20
1a	"	0	10
2	Black pepper B	9100000	7500000
3	" " N	3300000	7800000
4	Nutmeg (STANGE)	0	10
4a	"	0	80
5	" S	3700	2500
5a	" S	3700	1900
6	" B	3800	4000
7	Allspice (STANGE)	240	60
7a	"	60	70
8	" B	480000	660000
9	" N	130000	140000
10	Coriander (STANGE)	10	60
10a	"	40	10
11	" B	11000000	410000
11a	" B	9700000	520000
12	" S	24000	40000
12a	" S	37000	28000
13	Sage (STANGE)	0	0
14	" N	121000	96000
15	Marjoram (STANGE)	0	0
16	" S	630000	210000
17	Cardamom (STANGE)	80	50
18	" B	43000	34000
19	Paprika H	630000	260000
20	" S	1430000	720000
21	Pork Sausage (STANGE)	280	80
21a	" "	20	10
22	" (Liquid)	4840000	1590000
22a	"	5400000	2100000

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Numerous colonies taken from plates were examined and identified to be either spore forming organisms - Bacillus subtilis, or coccal forms - Staphylococcus albus.

Yeasts and molds were absent.

Samples examined for anaerobic organisms by planting in beef-brain broth were negative.

In order to determine the practical aspects of contaminating a cooked product with ground spices and dry spice essences, instructions were given to prepare a meat loaf and divide into two parts prior to seasoning. One part to be seasoned with ground spices and the other with dry spice essences, and both baked along side one another. With sterilized instruments the loaves were halved and samples removed from the centers of each and placed in sterilized containers for transportation to the laboratory. These samples were handled along the lines of the description given above with the following results:

<u>Bacterial Content Per Gram Meat Loaf.</u>		
	<u>620°C.</u>	<u>637°C.</u>
DRY SPICE ESSENCES (STANGE)	a-	53000
	b-	61000
GROUND SPICES	a-	116000
	b-	94000

CONCLUSIONS: The bacterial content of DRY SPICE ESSENCES examined is negligible.

BERTRAM FEUER and ASSOCIATES

By Bertram Feuer

July 1, 1936.

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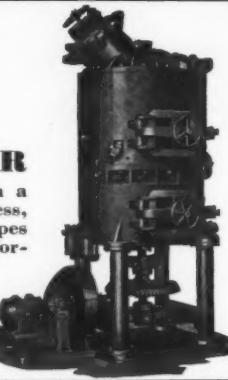


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**GRUENDLER CRUSHER & PULVERIZER CO.**  
2915 North Market St. St. Louis, Missouri

There are Gruendler Crushers and Pulverizers for horns, hoofs, bones (dry and green), beef and lard cracklings, tankage and all by-products.

WRITE!

## BY-PRODUCTS MARKETS

Chicago, August 14, 1936

### Blood.

Last sales of unground made at quoted price, with further buying interest. South American ground, \$3.25 c.i.f.

Unit  
Ammonia.  
Unground ..... \$ @3.75

### Digester Feed Tankage Materials.

Offerings of unground, 10 to 12 ammonia, held at \$4.25 & 10c and higher.

Tankage market showed some improvement over a week ago, with little change in price.

Unground, 10 to 12% ammonia ..... \$ @4.00 & 10c  
Unground, 8 to 10% ..... 4.25 @ 4.50 & 10c  
Liquid stock ..... 2.50

### Packinghouse Feeds.

List price on packinghouse feeds strengthened and market strong.

Carlots,  
Per ton.  
Digester tankage meat meal, 60% ..... \$ @60.00  
Meat and bone scraps, 50% ..... @60.00  
Steam bone meal, 65%, special feeding, per ton ..... @30.00  
Raw bone meal for bedding ..... @35.00

### Dry Rendered Tankage.

Market firm with the year's high made on cracklings during the week just ended. South American high test ground cracklings quoted at \$3 @ 84c, c.i.f. for late August-September shipment.

Hard pressed and exp. unground per unit protein ..... \$ @ 1.00  
Soft, prsd. pork, ac. grease & quality, ton ..... @60.00  
Soft prsd. beef, ac. grease & quality, ton ..... @50.00

### Fertilizer Materials.

Market strong with high grade ground at \$3.50 & 10c f.o.b. Chicago.

High grd. tankage, ground, 10@  
12% am. ..... \$ @ 3.50 & 10c  
Bone tankage, ungrd., low gd. per ton ..... \$ @ 20.00  
Hoof meal ..... \$ 2.75 @ 3.00

### Gelatine and Glue Stocks.

Pig skin market stronger with improvement in both price and demand for certain other stocks.

Calf trimmings ..... \$ @ 28.00  
Sinews, pizzles ..... @ 20.00  
Cattle jaws, skulls and knuckles ..... 25.00 @ 26.00  
Hide trimmings ..... @ 15.00  
Pig skin scraps and trim, per lb. ..... 5c @ 5 1/4c

\*According to count.

### Animal Hair.

Coil and field dried hog hair ..... 2 @ 3c  
Winter coil dried ..... 3 1/4 @ 3 1/4c  
Processed, black winter, per lb. ..... 5 @ 8c  
Processed, summer ..... @ 4c  
Cattle switches, each ..... 1 1/2 @ 1 1/2c

\*According to count.

### Horns, Bones and Hoofs.

Fertilizer hoofs sold at \$25.00 Chicago, \$30.00 asked.

Per ton.  
Horns, according to grade ..... \$45.00 @ 75.00  
Cattle hoofs ..... @ 6.25c  
Junk bones ..... 16.50 @ 17.50  
(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

### Bone Meals (Fertilizer Grades).

Market nominal, list prices f.o.b. Chicago.

Per ton.  
Steam, ground, 3 & 50 ..... \$18.00 @ 19.00  
Steam, ground, 2 & 27 ..... @ 17.50

A good man may meet a good job through the "Classified" pages of THE NATIONAL PROVISIONER.

## Automatic TEMPERATURE CONTROL

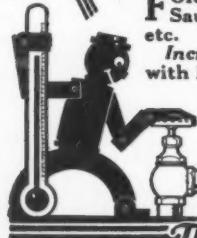
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Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control

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ALSO 41 OTHER CITIES



**the** **POWERS** REGULATOR CO.



## TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, AUGUST 8, 1936.

	High.	Low.	Close.
Aug.	.....	.....	6.15
Sept.	.....	.....	6.10 @ 6.30
Oct.	.....	.....	6.25 @ 6.45
Dec.	.....	.....	6.50 @ 6.60
Jan.	.....	.....	6.55 @ 6.70

MONDAY, AUGUST 10, 1936.

Aug.	.....	.....	6.15n
Sept.	.....	.....	6.10 @ 6.30
Oct.	.....	.....	6.25 @ 6.45
Nov.	.....	.....	6.40n
Dec.	.....	.....	6.50 trad
Jan.	.....	.....	6.55n

TUESDAY, AUGUST 11, 1936.

Aug.	.....	.....	6.15
Sept.	.....	.....	6.13 @ 6.30
Oct.	.....	.....	6.40 @ 6.45
Nov.	.....	.....	6.40
Dec.	.....	.....	6.55 @ 6.60
Jan.	.....	.....	6.60 @ 6.75

WEDNESDAY, AUGUST 12, 1936.

Aug.	.....	.....	*6.35
Sept.	.....	6.30	6.30
Oct.	.....	.....	6.40 @ 6.50
Nov.	.....	.....	*6.50
Dec.	.....	6.60	6.60 @ 6.70
Jan.	.....	.....	*6.65

THURSDAY, AUGUST 13, 1936.

Aug.	.....	.....	6.50
Sept.	6.50	6.50	6.45 @ 6.60
Oct.	6.50	6.50	6.55 @ 6.75
Nov.	.....	.....	6.70
Dec.	6.95	6.70	6.90 @ 6.95
Jan.	.....	.....	6.95

FRIDAY, AUGUST 14, 1936.

Aug.	.....	.....	6.50n
Sept.	.....	.....	6.46 @ 6.65
Oct.	.....	.....	6.70 @ 6.81
Nov.	.....	.....	6.75n
Dec.	.....	.....	6.92 @ 6.97
Jan.	.....	.....	6.95

\*Nominal; tbd.

## OLEO PRODUCTS EXPORTS

Exports of oleo oil, oleo stock and oleo stearine, June, 1936:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium	166,129	97,172	39,004
Denmark	12,149	.....	.....
Irish Free State	39,662	.....	.....
Netherlands	274,958	6,000	.....
Norway	.....	4,012	3,183
Sweden	60,623	90,640	.....
Switzerland	22,226	.....	.....
United Kingdom	576,700	80,082	41,866
Canada	.....	.....	156,260
Mexico	8,740	.....	.....
British Malaya	2,494	.....	.....
Hong Kong	9,884	.....	.....
Philippine Is.	2,003	.....	.....
Others	500	.....	.....
Total	1,176,068	277,906	240,313

# TALLOWS AND GREASES ★

## WEEKLY MARKET REVIEW

**TALLOW**—A slightly steadier tone featured the market for tallow at New York the past week with the turnover estimated at around 500,000 lbs. and the price level unchanged at 5½¢ f.o.b. for extra. The West came into the New York market and bought in a fair way at 6½@6¾ delivered, checking the decline and forcing local soapers to come up slightly in their ideas.

Volume of trade was checked by a disposition on the part of producers to hold for better prices. Smaller producers at New York appeared willing to trade, but were holding at slightly better than 5% f.o.b. Reports continued to circulate of a good business passing in finished soaps, which was taken as indicating a continued necessity of soapers replenishing raw materials. However, the demand was not aggressive but on the whole the market had a better tone than prevailed late the previous week.

Government report on feedstuffs, especially corn, oats, barley and hay, was considered bullish in that it indicated higher feeding costs later on, and the necessity of importations. On the other hand, there were fears that as a result of the drought and the feedstuff situation there may occur forced marketing of cattle which for a time may increase tallow production, but such increase, it was felt, would be at the expense of smaller production subsequently.

At New York special tallow was quoted at 5% nominal, extra 5½¢ f.o.b. and edible at 8½@8¾¢.

On the New York Produce Exchange tallow futures advanced about 30 points on a turnover of around 700,000 lbs. making a total since January 1 of about 17,000,000 lbs. During the week September traded at 6.30c, October 6.42c and December at 6.50@6.60c.

At Chicago the tallow market was firmer, with inquiries moderately active and offerings limited on the advance. Edible was quoted at 8¾@9c, fancy 6¾@7c, prime packers 6¾¢, special 6½¢ and No. 1 at 6½¢.

There was no London tallow auction this week. At Liverpool Argentine beef tallow, good frigorifico August-September, was quoted at 24s, off 2s on the week, while Australian good mixed, August-September, was unchanged at 22s 6d.

**STEARINE**—Demand was fairly good at New York for stearine and the market advanced another ¼¢ this week with sales of oleo at 10½¢. At Chicago, the market was very steady with demand fair but prices were unchanged on the week and were generally quoted at 9%@10c.

**OLEO OIL**—A fair demand and a higher range featured the market at New York the past week, prices scor-

ing gains of ¼¢ per pound, with extra quoted at 10½@10½¢, prime 9¾@10½¢, and lower grades 9¾@9¾¢. At Chicago, demand was fair and the market steady and unchanged with extra quoted at 10c.

(See page 38 for later markets.)

**LARD OIL**—Demand was fair at New York and market was steady and unchanged, with No. 1 quoted at 9c, No. 2 at 8¾¢, extra 10½¢, extra No. 1 at 9¾¢, prime edible 13¾¢, inedible 11½¢, extra winter strained 10½¢, prime 10¾¢.

**NEATSFOOT OIL**—Demand was fair and market steady and unchanged at New York with cold test quoted at 16c, extra 9½¢, extra No. 1 at 9¾¢, pure 11½¢ and special 10½¢.

**GREASES**—The position of the grease market at New York was firm the past week, with very little offering and with buyers and sellers apart on price. As a result routine trading featured the market but compared with the previous week, prices appeared fully ¼¢ higher. On yellow and house little or nothing was offered under 5% with most sellers inclined to hold for 5%. A steadier tone in tallow, the small crop of feedstuffs, and reports of good distribution of finished soaps attracted attention.

At New York, choice white was quoted at 7¾¢, A white 5¾@6c, B white 5%@5¾¢, and yellow and house at 5%.

At Chicago, the market for greases appeared very firm, with inquiries moderately active but offerings limited at quoted levels. Choice white, all hog, was quoted at 6¾¢, A white 6¾¢, B white 6¾¢, yellow 5%@6c, and brown 5¾¢.

### FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

#### Ammoniates

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:

Aug., 1936 ..... \$ 1.176,068 \$ 105,542

Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York..... nominal 3.25

Blood, dried, 16%, per unit..... 3.25

Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory..... 3.00 & 10c

Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. .... 39.25@39.75

Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories..... 2.25 & 50c

Soda nitrate, per net ton; bulk, Aug., in 200-lb. bags..... @24.50

Tankage, ground, 10% ammonia, 15% B. P. L. bulk..... @26.50

Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk..... 3.50 & 10c

3.25 & 10c

#### Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. .... @23.00

Bone meal, raw, 4½ and 50 bags, per ton, c.i.f. .... @27.50

Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat..... @ 8.00

#### Dry Rendered Tankage

50% unground ..... @82½c

60% ground ..... @87½c

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Aug. 12, 1936.

Dried blood sold this week at \$3.25 per unit of ammonia, f.o.b., New York, and by the end of the week there will be none of this material obtainable around here except for future shipment. South American is held at around \$3.30 per unit, c.i.f. Atlantic Coast ports, and offerings are very limited.

Ground tankage sold at \$3.50 and 10c, f.o.b., New York, and there are no spot stocks of ground or unground tankage. Producers are not inclined to offer for future delivery.

Unground dried menhaden fish scrap last sold at \$3.00 and 10c, f.o.b., fish factories, Va. and Japanese sardine meal for September-October shipment is being quoted at from \$39.25 to \$39.75 per net ton, c.i.f. Atlantic coast ports.

### FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Welfling & A. Bloch, 12 Rue La-martine, Paris.)

Paris, July 31, 1936.

**LARD**—Market continued to rise during month. Stocks are very low and it is very difficult to obtain offers. Nominal quotation for export 350 to 370 francs per 100 kilos in boxes of 25 kilos net weight.

**TALLOW**—Although Paris official quotation remained unchanged in July at 180 francs per 100 kilos, naked, no purchases could be effected under 190 to 200 francs. Fine toilet soap making tallow quoted 200 francs per 100 kilos and edible grades 210 naked.

**VEGETABLE OIL**—Market very firm. Soap making grade groundnut oil went up from 300 francs per 100 kilos naked at beginning of July to 340 at the end. Edible grades 380 to 410. Copra oil ranged from 200 to 220 francs per 100 kilos naked.

### ANIMAL FATS EXPORTS

Exports of animal fats and oils, June, 1936:

	Quantity,	lbs.	Value.
Oleo oil	1,176,068	\$ 105,542	
Oleo stock	277,900	21,587	
Olive oil	247,313	17,293	
Other greases	1,374,720	90,214	
Tallow, inedible	569,200	28,392	
Oleomargarine	7,687	939	
Neutral lard	50,460	5,926	
Cooking fats, not lard	131,315	17,399	
Lard	11,089,926	1,307,753	
Tallow, edible	156,414	9,918	
Grease stearine	211,352	11,302	
Neatsfoot oil	71,735	8,583	
Gelatine	37,859	15,447	
Oleic acid	53,086	4,305	
Stearic acid	99,306	9,356	

## LARD EXPORTS

Exports of lard, neutral lard and other cooking fats, June, 1936:

	Lard. lbs.	Other cooking fats. lbs.	Neutral lard. lbs.
Belgium	171,407	32,041	32,041
Denmark	171,407	32,041	10,056
Germany	1,685,750	3,750	3,750
Sweden	3,750	909	909
United Kingdom	5,850,512	3,677	3,677
Costa Rica	16,550	2,050	2,050
Guatemala	200	13,970	13,970
Nicaragua	1,072	36	36
Panama	43,824	27,411	27,411
Mexico	198,203	18,268	18,268
Jamaica	2,106	908	908
Cuba	2,752,587	6,801	90
Dominican Republic	20,300	108	108
Haiti, Republic of	51,610	172	172
Argentina	8,723	8,723	8,723
Bolivia	2,440	2,440	2,440
Chile	10,342	536	536
Colombia	79,547	2,250	2,250
Ecuador	120,258	40,200	393
Peru	40,200	393	393
Venezuela	4,238	2,724	2,724
Japan	5,822	5,822	5,822
Philippine Is.	9,600	5,940	5,940
Union of So. Africa	7,030	160	160
Others	12,837	17,583	17,583
Total	11,089,926	131,315	50,460
Value	\$1,307,753	\$17,399	\$5,926

In addition there were shipped to insular possessions during the month 1,433,611 lbs. lard, 343,204 lbs. of other cooking fats and 425 lbs. neutral lard.

## CANNED MEAT EXPORTS

Canned meat exports in June, 1936, as reported by the U. S. Department of Commerce:

	Quantity. lbs.	Value.
<b>Exports</b>		
Canned beef	130,400	\$ 40,981
Canned pork	526,021	170,597
Canned sausage	98,932	25,740
Other canned meats	85,803	17,000
Total	841,156	\$254,827
To insular possessions	1,145,898	.....

## COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For twelve months ended July 31, 1936 and 1935, as reported by Department of Commerce:

### COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

United States	Received at mills* Aug. 1 to July 31, 1936.		Crushed 1936.		On hand at mills July 31, 1935.	
	1935	1935	1935	1935	1936	1935
Alabama	291,185	270,563	290,484	260,660	60,1	89,575
Arkansas	293,811	287,027	295,608	289,699	612	8,996
California	93,332	103,245	92,689	103,076	962	349
Georgia	427,190	424,084	447,503	427,926	1,835	22,168
Louisiana	176,606	159,082	177,397	161,259	572	1,363
Mississippi	528,073	481,844	538,981	488,127	2,104	13,012
North Carolina	223,737	247,967	233,127	239,831	687	10,677
Oklahoma	191,916	98,101	193,481	113,863	678	2,248
South Carolina	208,685	196,360	209,333	195,670	1,113	1,761
Tennessee	231,599	282,211	235,197	303,019	808	4,406
Texas	971,778	744,460	986,809	823,379	7,381	22,412
All other states	104,210	123,191	104,326	123,382	269	385

\*Includes seed destroyed at mills but not 89,575 tons and 222,761 tons on hand Aug. 1 nor 60,627 tons and 128,780 tons reshipped for 1936 and 1935 respectively.

### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

ITEM	Season	On hand	Produced Aug. 1	Shipped out Aug.	On hand
			Aug. 1	1 to July 31	July 31
Crude oil	1935-36	*23,262,543	1,183,055,575	1,185,355,438	*18,707,199
(pounds)	1934-35	34,400,287	290,660	280,660	8,996
Refined oil	1935-36	144,833,215	*1,091,995,785	1,117,848,586	29,269,543
(pounds)	1934-35	656,804,830	1,067,245,843	.....	*19,014,573
Cake and meal	1935-36	198,367	1,737,950	1,867,412	69,905
(tons)	1934-35	124,572	1,614,345	1,540,550	198,367
Hulls	1935-36	76,604	987,416	1,037,742	26,278
(tons)	1934-35	30,958	913,039	867,393	76,604
Linters	1935-36	71,292	873,907	900,413	44,786
(running bales)	1934-35	75,958	805,083	809,749	71,292
Husk oil	1935-36	1,332	37,252	38,514	70
(500-lb. bales)	1934-35	646	68,428	67,742	1,332
Grabots, motes, etc.	1935-36	5,966	45,179	48,243	2,902
(500-lb. bales)	1934-35	3,970	41,772	39,776	5,966

\*Includes 8,916,786 and 6,139,285 lbs. held by refining and manufacturing establishments and 8,589,280 and 4,111,300 lbs. in transit to refiners and consumers August 1, 1935 and July 31, 1936 respectively.

†Includes 5,175,698 and 15,147,906 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,214,525 and 9,086,418 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1935 and July 31, 1936 respectively.

\*\*Produced from 1,186,281,681 lbs. of crude oil.

## CASING EXPORTS AND IMPORTS

Foreign trade in casings during June, 1936:

### EXPORTS.

	Hog. lbs.	Beef. lbs.	Other. lbs.
Austria	.....	62,751	.....
Belgium	.....	83,153	.....
Denmark	.....	21,735	.....
France	2,206	28,126	3,059
Germany	226,447	451,962	75,399
Italy	297,310	.....	.....
Netherlands	6,698	13,972	.....
Norway	29,475	.....	.....
Spain	47,000	.....	.....
Sweden	48,300	829	.....
Switzerland	4,900	82,125	.....
United Kingdom	217,340	18,606	22,602
Canada	600	6,440	28,828
Panama	.....	16,338	161
Australia	90,199	.....	5,826
Others	10,179	4,237	2,088
Total	558,589	1,211,210	138,792
Value	\$239,495	\$93,279	\$55,651

### IMPORTS.

	Sheep, lamb, and goat. lbs.	Others. lbs.
Germany	14,440	.....
U. S. S. R. (Russia)	79,101	.....
United Kingdom	18,607	.....
Canada	30,870	251,204
Argentina	43,144	312,858
Brazil	.....	57,361
Chile	76,620	45,263
Uruguay	.....	65,597
British India	16,788	.....
China	43,824	30,701
Iraq	25,612	.....
Japan	.....	18,209
Australia	74,211	966
New Zealand	257,368	4,816
Morocco	12,340	.....
Others	7,712	2,899
Total	709,717	789,876
Value	\$586,849	\$80,534

## COTTON OIL TRADING

COTTONSEED OIL—Southeast and Valley crude 8.62½c bid; Texas, 8.50c bid at common points; Dallas, about 8.62½c.

Market transactions at New York:

Friday, Aug. 7, 1936.

	Sales.	Range	Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
Aug.	.....	.....	.....	1000	a nom
Sept.	34	1001	998	998	a 1000
Oct.	17	1000	998	997	a 1000
Nov.	.....	.....	.....	1000	a nom
Dec.	18	995	991	992	a trad
Jan.	29	997	993	991	a 995
Feb.	.....	.....	.....	995	a nom
Mar.	.....	.....	.....	997	a 1001

Saturday, Aug. 8, 1936.

	Sales.	Range	Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
Aug.	.....	.....	.....	990	a nom
Sept.	6	1000	998	991	a 994
Oct.	9	995	990	993	a trad
Nov.	.....	.....	.....	985	a nom
Dec.	24	986	978	981	a 983
Jan.	7	988	983	981	a 985
Feb.	.....	.....	.....	985	a nom
Mar.	8	995	987	987	a 990

Monday, Aug. 10, 1936.

	Sales.	Range	Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
Aug.	45	1000	996	996	a trad
Sept.	10	1000	995	994	a 996
Oct.	.....	.....	.....	990	a nom
Nov.	.....	.....	.....	985	a nom
Dec.	39	994	986	987	a trad
Jan.	5	997	994	988	a 990
Feb.	.....	.....	.....	990	a nom
Mar.	27	1002	994	991	a 994

Wednesday, Aug. 12, 1936.

	Sales.	Range	Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
Aug.	.....	.....	.....	1000	a nom
Sept.	27	1009	999	1003	a 1005
Oct.	16	1008	999	1004	a trad
Nov.	.....	.....	.....	995	a nom
Dec.	37	999	990	994	a 996
Jan.	6	1000	994	998	a trad
Feb.	.....	.....	.....	995	a nom
Mar.	13	1003	996	998	a 1000

(See page 38 for later markets.)

Watch Classified page for bargains.

The National Provisioner

# VEGETABLE OILS ★

## WEEKLY MARKET REVIEW

REGULAR market but a steady undertone featured cotton oil futures the past week in a rather active trade at New York. After slumping 23 to 32 points from the season's highs, the market recovered about half the losses. The action followed developments in lard and grains but the down swings in oil were not as sharp as in the Western commodities. This was accounted for by evidence of favorable consumption passing at this time, and less favorable weather conditions in the South as a whole.

Action of the market was partly credited to a belief that the high estimates in the last government report on cotton would not hold during August, and to expectations of a fair reduction in the crop estimate the early part of next month, barring a return of favorable weather conditions in the South. Further general rains in the Eastern belt were not wanted in some sections and served to increase apprehension regarding possible weevil damage.

### Cotton Oil Outlook Good

There is no denying the possibility that corn prices will be maintained at a high level until another crop is raised, and this being the case, there is no reason to anticipate any material lowering in hog values. In fact, there is the prospect of higher hog prices later in the season. This, it is believed, will ultimately result in less lard being available for market. This with the European political situation as it is, especially the Spanish civil war with its interruption in shipments of olive oil, places cottonseed oil in a favorable light.

However, no shortage of cotton oil is in sight. The carry-over at the end of the past season was 852,600 bbls. against 1,239,500 bbls. the season before. There are some indications that the visible supply might be further reduced at the end of this season. Consumption of oil during July came fully up to expectations at 298,566 bbls. against 236,477 bbls. last year, and the season's consumption totaled 3,044,000 bbls. against 3,198,000 bbls. the previous season.

Imports of cotton oil in July were 18,653 bbls. compared with 44,990 bbls. the same time a year ago and the imports for the season totaled 338,511 bbls. compared with 328,369 bbls. imported the previous season.

COCOANUT OIL—A steadier tone but a moderate trade featured the market at New York with prices quoted at 4 1/4c. European support in the copra market made for a firmer feeling here. It was indicated that Europe is taking a greater percentage of copra offerings than usual.

CORN OIL—Demand was modest at New York and the market nominal at 9 1/2c. The small corn crop, as indicated by the government report, was looked upon as forecasting continued strength in this oil.

SOYA BEAN OIL—Market was firm at New York at around 8 1/4c mills, but it was indicated that 8c could have been done at resale. The bean market was firm with the government report showing a condition of 59.5 per cent compared with a ten-year average of 84.1 per cent.

PALM OIL—Some improvement in demand was reported at New York and the market was steadier with spot Nigre quoted at 4 1/4c, shipment Nigre 4.30c, Sumatra nearby 5c and forward Sumatra at 4 1/4c.

PALM KERNEL OIL—Market was quiet with August-September shipment stuff quoted at 4.65@4.80c, New York.

OLIVE OIL FOOTS—Market was stronger at New York with a better interest in evidence and as a result of continued unfavorable Spanish political

conditions. Prices were quoted around 8 1/2@9c.

PEANUT OIL—With new crop offerings slow in coming out and demand moderate, nominal conditions prevailed and the market at New York was around 9 1/4c.

### COTTONSEED PRODUCTS EXPORT AND IMPORTS

For eleven months ended June 30, 1936:

Exports:	1936.	1935.
Oil, crude, lbs.....	394,510	1,225,520
Oil, refined, lbs.....	2,791,632	3,316,203
Cake and meal, short tons.....	10,390	2,758
Linters, running bales.....	221,218	186,948

Imports:	1936.	1935.
Oil, crude and refined, lbs. 127,043,525	113,354,016	
Cake and meal, short tons.....	2,844	50,441

### VEGETABLE OIL IMPORTS

Foreign trade in vegetable oils and oil bearing seeds, June, 1936:

IMPORTS.	Quantity, lbs.	Value.
Vegetable oils and seeds:		
Copra (free) .....	23,269,888	\$444,804
Sesame seed .....	1,517,394	41,651
Peanut oil .....	3,209,336	167,139
Sunflowerseed oil .....	1,785,878	100,903
Inedible vegetable oils:		
Cottonseed oil .....	9,740,041	594,257
Cocoanut oil .....	14,819,977	540,078
Palm oil .....	20,895,583	698,097
Soybean oil .....	1,155,082	57,768
Palm kernel oil .....	.....	.....

### VEGETABLE OIL EXPORTS

Exports of vegetable oils and oil bearing seeds, June, 1936:

EXPORTS	Quantity, lbs.	Value.
Cottonseed oil, refined.....	170,135	\$ 21,576
Cottonseed oil, crude.....	7,137	1,065
Corn oil .....	10,075	1,065
Cocoanut oil, inedible .....	1,917,935	81,879
Vegetable soap stock.....	2,496,431	109,797
Soybean oil .....	381,866	23,326
Other expressed oils and fats, inedible .....	287,523	14,122

### JUNE MARGARINE PRODUCTION

Margarine produced during June, 1936, with comparisons showing an increase of 2.2 per cent from June, 1935, is reported as follows by margarine manufacturers:

June, 1936.	June, 1935.
Production of uncolored margarine .....	25,645,522
Production of colored margarine .....	188,822
Total production .....	25,834,344
Uncolored margarine with- drawn tax paid.....	26,037,562
Colored margarine with- drawn tax paid.....	39,348
	25,262,754
	25,205,777
	34,342

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products very steady latter part week, although profit-taking in lard served to check the recovery. Top hogs reached a new high for the year at \$11.60.

### Cottonseed Oil

Cotton oil active and strong, making new highs for season under broad outside buying, with refiners covering nearbys and selling futures. Unfavorable weather South and crop damage complaints brought about considerable new buying. Tallow sold 6 1/4c, f.o.b., New York, an advance of 1/4c from previous sales.

Quotations on bleachable cottonseed oil at close of market on Friday were; Sept., \$10.23 sales; Oct., \$10.17@10.17; Dec., \$10.11 sale; Jan., \$10.11@10.14 sales; Mar., \$10.12@10.13. Tone firm; sales 204 lots.

### Tallow

Tallow, extra 6 1/4c lb., f.o.b. bid.

### Stearine

Stearine, 10 1/4c sales.

### Friday's Lard Markets

New York, August 14, 1936.—Prices are for export. Lard, prime western \$12.40@12.50; middle western, \$12.30@12.40; city, 12 1/4c; refined Continent, 12 1/2@12 1/4c; South American, 12 1/2@12 1/4c; Brazil kegs, 12 1/2@12 1/4c; compound, 12 1/4c in carlots.

### ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to August 14, 1936, show exports from that country were as follows: To the United Kingdom, 82,513 quarters; to the Continent, 11,212. Last week to the United Kingdom 87,427 quarters; to the Continent, 8,273.

### MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended August 14, totaled 222,740 lbs. of lard, 124,360 lbs. of bacon.

### CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended August 8, 1936:

	Week Aug. 8.	Previous Week	Same Week '35.
Cured meats, lbs.	17,485,000	17,902,000	17,991,000
Fresh meats, lbs.	42,614,000	41,696,000	33,566,000
Lard, lbs.	2,385,000	1,969,000	2,262,000

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, August 14, 1936.—General provision market firm; ham demand weak; demand very poor for pure lard.

Friday's prices were: Hams, American cut, 92s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 74s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, exhausted; Canadian Cumberlands, 80s; spot lard, 59s 6d.

## LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool, with comparisons:

July 29.	July 22.	July 31.	1936.	1935.
American green bellies.....	\$16.69	\$16.71	\$13.61	
Danish Wiltshire sides.....	21.13	21.09	20.37	
Canadian green sides.....	18.82	18.73	17.49	
American short cut green hams.....	21.21	22.02	20.37	
American refined lard.....	12.49	12.39	14.15	

## LIVERPOOL PROVISION STOCKS

On hand August 1, 1936, estimated by Liverpool Trade Association:

	Aug. 1, 1936.	July 1, 1936.	Aug. 1, 1935.
Bacon, lbs.....	82,320	187,264	147,056
Ham, lbs.....	1,944,544	886,480	346,304
Shoulders, lbs.....	nil	12,099	8,288
Butter, cwt.*.....	19,604	17,420	14,795
Cheese, cwt.*.....	20,984	13,047	16,994
Lard, steam (U.S.) tons.....	nil	9	400†
Lard, steam (Canada) tons.....	20	44	.....
Lard, steam (Argentina) tons.....	20	83	.....
Lard, refined, (U.S.) tons.....	989	920	943
Lard, refined, (Canada) tons.....	37	28	.....
Lard, refined (Can. & So. Amer.) tons.....	29	38	.....
*(Ton of 2,240 lbs., cwt. 112 lbs.)			
+Tercies.			

## POLISH HAM IMPORTS

Canned pork imported from Poland during the fiscal year ended June 30, 1936, totaled 7,878,183 lbs., most of which consisted of hams. Of this amount, 7,873,295 lbs. came through the port of New York, 4,026 lbs. through the port of New Orleans and 862 lbs. through the port of Philadelphia.

## TRIMMING OFF THE PROFITS

*Do your men trim the profits off your pork loins? Read chapter 6 of "PORK PACKING," The National Provisioner's pork plant handbook.*

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Aug. 14, 1936, with comparisons, are reported as follows:

### PACKER HIDES.

	Week ended Aug. 14.	Prev. week.	Cor. week, 1935.
Spr. nat.	strs. .... 13	@13 1/2n 13	@13 1/2n 13
Hvy. nat.	strs. ....	@13	@13
Hvy. Tex.	strs. ....	@13	@13
Hvy. butt brnd'd	strs. ....	@13	@13
Hvy. Col.	strs. ....	@12 1/2	@12 1/2
Ex-Light Tex.	strs. ....	@10 1/2n	@10
Brnd'd cows.	strs. ....	@10 1/2	@10
Hvy. nat.	cows. ....	@11 1/2b	@11
Lt. nat.	strs. ....	@11	@10 1/2
Nat. bulls.	strs. ....	@9	@9 1/2
Brnd'd bulls.	strs. ....	@8	@8 1/2
Calfskins	strs. ....	@21 1/2	20
Kips, nat.	strs. ....	@15	@13 1/2n
Kips, ov.-wt.	strs. ....	@14	11 1/2@12 1/2n
Kips, brnd'd.	strs. ....	@12 1/2	10 1/2@10 1/2n
Slunks, reg.	strs. ....	@1.05	75@85
Slunks, hrs. ....	strs. ....	@40	35@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	9 1/2@10 1/2	9 1/2@10 1/2	9 1/2@9 1/2
Branded	9 1/2@10 1/2	9@10	9@9 1/2
Nat. bulls.	7 1/2@8	7 1/2@8	8@8 1/2
Brnd'd bulls.	6 1/2@7	6 1/2@7	7@7 1/2
Calfskins	17@17 1/2	17@18	12@15 1/2
Kips	13 1/2@13 1/2	13 1/2@12 1/2	11 1/2@12 1/2
Slunks, reg.	80@80	80@80	80@80
Slunks, hrs.	20@25	20@25	25@35

### COUNTRY HIDES.

Hvy. steers.	8@8 1/2	7 1/2@8	7@7 1/2
Hvy. cows.	8@8 1/2	7 1/2@8	8@8 1/2
Buffs.	8 1/2@8 1/2	8 1/2@8 1/2	8@8 1/2
Extremes.	9 1/2@9 1/2	9 1/2@9 1/2	8@8
Bulls.	6 1/2@6 1/2	6@6 1/2	5@5 1/2
Calfskins	12@12 1/2	12@12 1/2	9 1/2@10
Kips	10 1/2@11	10 1/2@11	8@8
Light calf.	80@80	80@80	80@80
Deacons.	80@80	80@80	80@80
Slunks, reg.	60@75	60@75	55@55
Slunks, hrs.	10@15	10@15	10@15
Horeshides	3.00@3.75	3.10@3.75	3.25@3.65

### SHEEPSKINS.

Pkr. lambs.	.....	1.15@1.30
Sml. pkr. lambs.	.....	75@85
Pkr. shearlings.	1.00@1.10	1.05@1.15
Dry pelts.	17 1/2@18 1/2	18@18 1/2

## N. Y. HIDE FUTURE MARKETS

Saturday, Aug. 8, 1936—No session.

Monday, Aug. 10, 1936—Close: Sept. 11.07@11.11; Dec. 11.41@11.43; Mar. 11.72@11.76; June 12.02 n; sales 73 lots. Closing 3@5 higher.

Tuesday, Aug. 11, 1936—Close: Sept. 10.90@10.96; Dec. 11.28 sale; Mar. 11.55@11.60; June 11.86 b; sales 78 lots. Closing 13@17 lower.

Wednesday, Aug. 12, 1936—Close: Sept. 10.83 sale; Dec. 11.13@11.14 sales; Mar. 11.46 sale; June 11.79 sale; sales 124 lots. Closing 7@15 lower.

Thursday, Aug. 13, 1936—Close: Sept. 10.83 b; Dec. 11.15@11.16; Mar. 11.46 sale; June 11.76 n; sales 71 lots. Closing 3 lower to 2 higher.

Friday, Aug. 14, 1936—Close: Sept. 10.87 b; Dec. 11.21@11.30; Mar. 11.52 n; June 11.83 b; sales 44 lots. Closing 4@7 higher.

## CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in June, 1936, totaled 34 tons, valued at \$961. No cottonseed cake was exported from the United States during June.

**The National Provisioner**

# HIDES AND SKINS

## WEEKLY MARKET REVIEW



### Chicago

**PACKER HIDES.**—Trading was moderate in the packer market this week, with a total of about 45,000 hides moved so far, of which branded cows comprised about a third. Most descriptions sold steady; however, two packers recognized the  $\frac{1}{4}$ c lower price paid the Association last week on branded cows and moved a fair quantity that basis. Heavy native cows sold late this week at sellers' asking price for June-July take-off, or  $\frac{1}{4}$ c over last reported sale.

Market was also called upon to absorb about 48,000 drought hides, and about 80,000 calf and kipskins, on which bids were opened this week. Practically all the offerings were sold, with 9.70c and 9.77c paid for light cows and 9.42c for branded cows, viewed by the trade as very good prices considering quality. This drought hide sale was looked upon as constructive, despite the fact that the absorption of such offerings decreased the demand for fresh hides, especially on the light cow end.

Lower prices for hide futures on the Exchange recently have also brought out rather free re-sale offerings at 10 $\frac{1}{2}$ @10 $\frac{1}{2}$ c for light cows from speculative holders, turning buyers away from the primary market.

Total of 10,000 July-Aug. native steers moved at 13c, steady price. Bids of 12c declined for extreme light native steers, asking 12 $\frac{1}{2}$ c; last sale was 12 $\frac{1}{4}$ c.

Butt branded steers last sold at 13c. Total of 3,000 July-Aug. Colorados sold at 12 $\frac{1}{2}$ c, steady. Heavy Texas steers last sold at 13c; light Texas steers 11 $\frac{1}{2}$ c bid and 12c asked; extreme light Texas steers quotable 10 $\frac{1}{2}$ c.

Two packers sold 2,900 June-July heavy native cows late this week at 11 $\frac{1}{2}$ c; another packer sold 3,200 mostly Junes but a few Julys included at 11 $\frac{1}{2}$ c, sellers' asking price. One lot of 2,000 St. Paul July-Aug. light native cows sold at 11c, steady; Association sold 4,000 Aug. light cows also at 11c. One packer sold 10,000 practically all Aug. branded cows, another packer 4,000 July-Aug., and Association 3,000 Aug., all at 10 $\frac{1}{2}$ c.

One lot of 1,000 June-July native bulls sold at 9c; branded bulls last sold at 8c for similar dating.

**OUTSIDE SMALL PACKER HIDES.**—Sales of good outside small packer all-weight natives of current take-off this week at 10c, f.o.b. nearby shipping points, brands  $\frac{1}{2}$ c less; buyers' ideas  $\frac{1}{4}$ @ $\frac{1}{2}$ c less for earlier than July dating. Chicago take-off 10 $\frac{1}{4}$ @10 $\frac{1}{2}$ c nom.

**PACIFIC COAST.**—Last trading in Pacific Coast market was at 10c for steers and 9c for cows, flat, f.o.b. shipping points, which about cleaned up July hides.

**FOREIGN WET SALTED HIDES.**—South American market eased off early in week but recovered later. At close of last week, 8,000 Argentine steers sold at 74 pesos, equal to about 12 $\frac{1}{4}$ c, c.i.f. New York, as against 72 pesos or 12c earlier. At opening of week about 12,000 were reported at 71 pesos, equal to 11 $\frac{1}{2}$ c; later 5,000 Swift LaPlatas moved at 74 pesos, equal to 12 $\frac{1}{4}$ @12 $\frac{1}{2}$ c, most interest by European buyers.

**COUNTRY HIDES.**—Occasional sales are reported on country hides, but the market as a whole continues slow. This market feels the competition of the drought hide sales more than does the packer market. There have also been rather free re-sale offerings recently of packer light cows at 10 $\frac{1}{2}$ @10 $\frac{1}{2}$ c, with the declining hide futures market, and this has prevented any advance on country extremes, as buyers prefer the packer light cows or small packer take-off to the countries. Trimmed all-weights are quoted around 8 $\frac{1}{4}$ c, selected, delivered Chicago, some asking 8 $\frac{1}{2}$ c; untrimmed are 7 $\frac{1}{2}$ c bid with 8c asked. Some quiet trading on heavy steers and cows, with market quoted 8@8 $\frac{1}{4}$ c nom. Trimmed buff weights sold at 8 $\frac{1}{2}$ c and this is asked, with 8 $\frac{1}{2}$ c bid; some untrimmed reported sold at 8c. Buyers willing to pay 9 $\frac{1}{2}$ c for trimmed extremes; offered at 9 $\frac{1}{2}$ c, with untrimmed  $\frac{1}{4}$ @ $\frac{1}{2}$ c less. Bulls 6 $\frac{1}{2}$ c@6 $\frac{1}{2}$ c; glues around 6c. All-weight branded can be sold at 7c, flat, with 7 $\frac{1}{2}$ @7 $\frac{1}{2}$ c asked.

**CALFSKINS.**—Packers sold their July light calfskins this week at a price steady with that obtained for Junes, after obtaining  $\frac{1}{2}$ c advance previous week on the heavy end. One packer sold 4,500 July light calf, under 9 $\frac{1}{2}$  lb., and another packer at least 16,000 and possibly 25,000, all at 21c. Third packer sold July calfskin production of 12,000, at 21c for northern heavies 9 $\frac{1}{2}$ /15 lb.,

20c for River point heavies, and 21c for lights, steady prices; other packers moved July heavies last week at these prices, with Detroit, Cleveland and Evansville heavies bringing usual premium, or 21 $\frac{1}{2}$ c. A few more lights thought booked to tanning account.

Bids of 17c have been declined for 8/10 lb. Chicago city calf, with last trading price of 17 $\frac{1}{2}$ c asked; the 10/15 lb. are available at 17 $\frac{1}{2}$ c and one sale is thought to have been made at 17c although reputed seller denies this figure or lower. Outside cities, 8/15 lb., around 17c; mixed cities and countries 15@15 $\frac{1}{2}$ c; straight countries 12@12 $\frac{1}{2}$ c flat. Chicago city light calf and deacons last sold \$1.35; buyers' ideas \$1.30.

**KIPSKINS.**—Packers moved their July kipskins previous week at 15c for northern natives and 14c for northern over-weights; southerns a cent less; brands sold at 12 $\frac{1}{2}$ c. Market cleaned up except for one small lot of July over-weights.

One collector sold 1,000 Detroit city kipskins early in week at 14c, Detroit, equal to 13 $\frac{1}{2}$ c, Chicago, but buyers' ideas now 13 $\frac{1}{2}$ c. Outside cities around 13 $\frac{1}{2}$ c; mixed cities and countries 11 $\frac{1}{2}$ @12 $\frac{1}{2}$ c; straight countries 10 $\frac{1}{2}$ @11c flat.

Packer July regular slunks last sold at \$1.05.

**HORSEHIDES.**—Market in general about unchanged. Choice city renderers, with full manes and tails, quoted \$3.65@3.75, f.o.b. shipping point, top for nearby sections; ordinary trimmed renderers \$3.40@3.50 delivered Chicago; mixed city and country lots \$3.00@3.25.

**SHEEPSKINS.**—Dry pelts range 17 $\frac{1}{2}$ @18 $\frac{1}{2}$ c, delivered Chicago, for full wools. Quotations still vary considerably on big packer shearlings and production now light. Quotations range usually \$1.00@1.10 for No. 1's, 75@80c for No. 2's and 50@55c for No. 3's and sales reported in this range for lots running well to spring lambs; one packer's last sale, previous week, was at \$1.15, 85c and 57 $\frac{1}{2}$ c for good heavy sheep shearlings. Pickled skins quoted in a range of \$5.25@5.50 per doz., top price asked. Big packer native spring lamb pelts quoted around \$1.40@1.50 per cwt. live lamb; outside packers last sold at \$1.35 per cwt. for Julys; outside small packers range \$1.15@1.25 per cwt. according to quality, etc.

### New York

**PACKER HIDES.**—Packers well cleaned up on June and July steers, with last trading at 13c for July native and butt branded steers and 12 $\frac{1}{2}$ c for Colorados. A few Mar.-Apr. native steers still held; no action on August take-off.

**CALFSKINS.**—Collectors obtained 5c advance this week on 3,000 of 5-7's at \$1.45; the 4-5's are quoted around \$1.25, 7-9's around \$1.90, and 9-12's \$2.45@2.50; 12/17 kips \$2.75@2.80. Trading awaited on packer calf, with 4-5's quoted around \$1.40@1.45, 5-7's \$1.65@1.70, 7-9's \$2.15@2.20, and 9-12's \$2.65@2.75 asked. Additional sales this week of packer 12/17 veal kips at \$3.00, steady.

### Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 25-cent stamp:

The National Provisioner  
407 So. Dearborn St., Chicago, Ill.

Please send me copy of directions for take-off and curing of hides and skins.

Name .....

Street .....

City .....

(Enclosed find 25c in stamps.)

# LIVE STOCK MARKETS ★

## WEEKLY REVIEW

### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, August 13, 1936, as reported by the U. S. Bureau of Agricultural Economics:

#### HOGS (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,  
Good-choice ..... \$10.10@ 11.00 \$10.25@ 11.00 \$10.00@ 11.15 \$ 9.90@ 10.90 \$ 9.75@ 11.00  
Medium ..... 9.35@ 10.70 9.65@ 10.75 9.00@ 10.65 8.75@ 10.50 8.75@ 10.50

Lt. wt., 160-180 lbs.,  
Good-choice ..... 10.65@ 11.40 10.75@ 11.60 10.65@ 11.25 10.50@ 11.15 10.50@ 11.10  
Medium ..... 9.85@ 11.10 10.10@ 11.40 9.85@ 11.00 9.50@ 10.85 9.50@ 10.50

Lt. wt., 180-200 lbs.,  
Good-choice ..... 11.00@ 11.50 11.50@ 11.65 11.00@ 11.25 10.85@ 11.25 10.75@ 11.10  
Medium ..... 10.35@ 11.25 11.00@ 11.45 10.35@ 11.10 10.20@ 11.00 9.75@ 10.75

Med. wt.,  
200-220 lbs., gd-ch ..... 11.15@ 11.55 11.50@ 11.65 11.10@ 11.25 11.00@ 11.25 10.75@ 11.05  
220-250 lbs., gd-ch ..... 11.25@ 11.55 11.35@ 11.65 10.75@ 11.15 10.90@ 11.25 10.50@ 10.85

Hvy. wt.,  
250-290 lbs., gd-ch ..... 11.00@ 11.50 10.70@ 11.50 10.35@ 11.00 10.50@ 11.15 9.75@ 10.60  
290-350 lbs., gd-ch ..... 10.40@ 11.15 10.25@ 10.85 9.75@ 10.60 10.15@ 10.70 9.45@ 9.85

**PACKING SOWS:**  
275-320 lbs., good ..... 9.25@ 9.50 9.35@ 9.75 9.25@ 9.40 9.35@ 9.60 9.10@ 9.40  
320-425 lbs., good ..... 8.90@ 9.75 9.00@ 9.40 9.25@ 9.35 9.10@ 9.40 8.75@ 9.25  
425-550 lbs., good ..... 8.50@ 9.40 8.60@ 9.15 9.10@ 9.25 8.50@ 9.15 8.60@ 8.90  
275-350 lbs., medium ..... 8.10@ 9.50 7.85@ 9.15 8.75@ 9.15 8.00@ 9.35 8.60@ 9.25

**SLAUGHTER PIGS, 100-140 lbs.:**  
Good-choice ..... 9.00@ 10.35 8.25@ 10.50 8.75@ 10.75 8.25@ 10.15 8.00@ 10.25  
Medium ..... 7.75@ 10.10 7.25@ 10.25 8.00@ 10.00 7.25@ 9.90 .....

#### Slaughter Cattle, Calves and Vealers:

**STEERS, 550-900 lbs.:**  
Choice ..... 8.50@ 9.50 8.50@ 9.25 8.25@ 9.00 8.00@ 8.75 8.00@ 8.85  
Good ..... 7.75@ 9.00 7.50@ 8.75 7.50@ 8.50 7.00@ 8.35 7.25@ 8.25  
Medium ..... 6.50@ 8.00 6.00@ 7.75 6.75@ 7.50 5.25@ 7.25 5.90@ 7.35  
Common (plain) ..... 5.25@ 6.75 5.00@ 6.00 5.00@ 6.75 4.50@ 5.25 4.50@ 5.90

**STEERS, 900-1100 lbs.:**  
Prime ..... 9.50@ 10.25 ..... ..... ..... ..... .....  
Choice ..... 9.00@ 9.50 8.75@ 9.25 8.50@ 9.00 8.35@ 9.00 8.15@ 9.00  
Good ..... 8.00@ 9.00 7.75@ 8.75 7.50@ 8.50 7.25@ 8.35 7.25@ 8.30  
Medium ..... 6.75@ 8.00 6.00@ 7.75 6.50@ 7.50 5.25@ 7.25 5.90@ 7.35  
Common (plain) ..... 5.50@ 6.75 5.00@ 6.00 5.25@ 6.75 4.50@ 5.25 4.75@ 6.15

**STEERS, 1100-1300 lbs.:**  
Prime ..... 9.50@ 10.25 ..... ..... ..... .....  
Choice ..... 9.00@ 9.50 8.75@ 9.25 8.25@ 9.00 8.25@ 8.90 8.15@ 8.75  
Good ..... 8.00@ 9.00 7.75@ 8.75 7.50@ 8.50 7.25@ 8.35 7.15@ 8.15  
Medium ..... 6.75@ 8.00 6.00@ 7.75 6.50@ 7.50 5.25@ 7.25 6.15@ 7.25

**STEERS, 1300-1500 lbs.:**  
Prime ..... 9.00@ 10.25 ..... ..... ..... .....  
Choice ..... 8.75@ 9.25 8.50@ 9.00 8.25@ 8.75 8.00@ 8.75 8.00@ 8.60  
Good ..... 7.75@ 8.75 7.50@ 8.75 7.50@ 8.25 7.25@ 8.25 7.15@ 8.15

**HEIFERS, 550-750 lbs.:**  
Choice ..... 8.75@ 9.50 8.25@ 9.00 8.25@ 8.90 8.25@ 8.75 7.85@ 8.50  
Good ..... 7.75@ 8.75 7.50@ 8.25 8.25@ 8.25 7.00@ 8.25 6.85@ 8.00  
Common (plain), medium ..... 4.75@ 7.75 4.50@ 7.50 4.00@ 7.25 4.00@ 7.00 4.15@ 7.00

**HEIFERS, 750-900 lbs.:**  
Good-choice ..... 6.75@ 9.75 ..... ..... ..... .....  
Common (plain), medium ..... 4.75@ 7.50 ..... ..... ..... .....  
4.00@ 6.75 4.00@ 7.25 4.00@ 7.00 4.25@ 7.00

**COWS:**  
Choice ..... 6.25@ 7.25 ..... ..... ..... .....  
Good ..... 5.25@ 6.25 5.00@ 5.75 4.75@ 5.50 4.75@ 5.25 4.75@ 5.50  
Common (plain), medium ..... 4.40@ 5.25 4.25@ 5.00 4.00@ 4.75 3.75@ 4.25 3.85@ 4.75  
Low cutter-cutter ..... 3.25@ 4.40 3.00@ 4.25 3.25@ 4.00 2.75@ 3.75 2.85@ 3.85

**BULLS (Yearlings excluded):**  
Good (beef) ..... 5.25@ 6.00 5.25@ 5.75 5.00@ 5.50 4.75@ 5.25 4.85@ 5.35  
Cutter, com. (plain), med. ..... 4.00@ 5.25 4.00@ 5.25 3.50@ 5.00 3.25@ 4.75 3.50@ 5.00

**VEALERS:**  
Good-choice ..... 7.50@ 8.50 7.00@ 8.25 6.00@ 7.00 5.50@ 7.50 6.25@ 8.00  
Medium ..... 7.75@ 7.50 5.50@ 7.00 5.00@ 6.00 4.50@ 5.50 5.25@ 6.50  
Cull-common (plain) ..... 5.00@ 5.75 3.75@ 5.50 3.50@ 5.00 3.50@ 4.50 3.50@ 5.25

**CALVES, 250-500 lbs.:**  
Good-choice ..... 5.00@ 7.50 6.00@ 8.00 5.50@ 7.50 5.00@ 7.50 5.00@ 7.00  
Common (plain), medium ..... 4.00@ 5.00 3.75@ 6.00 3.50@ 5.50 3.00@ 5.00 3.50@ 5.25

**LAMBS:**  
Choice ..... 9.50@ 9.75 9.00@ 9.50 8.75@ 9.25 8.75@ 9.25 9.25@ 9.60  
Good ..... 9.00@ 9.50 8.75@ 9.15 8.25@ 8.75 8.00@ 8.75 8.25@ 9.25  
Medium ..... 7.00@ 9.00 6.75@ 8.75 7.25@ 8.25 7.00@ 8.00 6.75@ 8.25  
Common (plain) ..... 5.50@ 7.00 5.00@ 6.75 5.50@ 7.25 6.00@ 7.00 5.50@ 6.75

**YEARLING WETHERS:**  
Good-choice ..... ..... ..... ..... .....  
Medium ..... ..... ..... ..... .....  
6.75@ 7.50 ..... ..... ..... .....  
6.00@ 6.75 ..... ..... .....

**EWES:**  
Good-choice ..... 3.00@ 4.00 3.00@ 3.75 2.25@ 3.50 2.75@ 3.50 2.00@ 3.50  
Common (plain), medium ..... 1.50@ 3.00 1.50@ 3.00 1.00@ 2.25 1.50@ 2.75 1.25@ 2.50

### LIVESTOCK COST AND YIELD

Kinds of livestock slaughtered, cost and yield, with comparisons, June, 1936:

	June, 1936.	May, 1936.	June, 1935.
--	-------------	------------	-------------

Average live cost per 100 lbs.:			
Cattle	\$ 6.38	\$ 6.73	\$ 7.28
Calves	7.50	7.82	7.36
Hogs	9.64	9.54	9.27
Sheep and lambs	9.66	9.76	7.46

Average yield, per cent:			
Cattle	54.40	55.14	55.52
Calves	56.83	57.84	57.87
Hogs	75.32	75.40	74.89
Sheep and lambs	47.93	47.60	48.90

Average live weight, lbs.:			
Cattle	996.07	938.80	901.73
Calves	182.64	169.72	181.88
Hogs	241.97	231.59	235.77
Sheep and lambs	76.61	81.12	80.65

Sources of supply, per cent:			
Cattle—	Stockyards	78.95	82.26
—	Other	21.05	17.74
Calves—	Stockyards	70.39	71.98
—	Other	29.61	28.02
Hogs—	Stockyards	50.31	52.21
—	Other	49.69	47.79
Sheep and lambs—	Stockyards	74.98	77.07
—	Other	25.07	22.93
Other	—	19.75	—

Classification, per cent:			
Cattle—	Steers	50.63	53.49
—	Bulls and stags	5.11	4.93
Cows and heifers	44.26	41.58	
Hogs—	Sows	53.27	48.64
—	Barrows	45.70	50.20
Stags and boars	1.03	1.16	
Sheep and lambs—	Sheep	7.22	9.21
—	Lambs and yearlings	92.78	90.79
Other	—	7.71	—

### JULY FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during July, 1936:

	Cattle.	Calves.	Sheep and lambs.	Swine.
Baltimore	8,924	(1)	(1)	(1)
Buffalo	(1)	(1)	(1)	(1)
Chicago	141,798	32,295	191,266	330,847
Cincinnati	14,445	9,695	(1)	47,602
Cleveland	(1)	(1)	(1)	30,324
Denver	10,730	1,857	(1)	22,061
Fort Worth	(1)	(1)	(1)	(1)
Kansas City	74,660	35,465	78,717	145,984
Milwaukee	21,065	34,945	(1)	(1)
New York	29,081	60,816	234,305	(1)
Omaha	86,473	12,952	104,732	140,290
Philadelphia	(1)	(1)	(1)	(1)
Detroit	(1)	(1)	(1)	(1)
St. Louis	59,495	45,381	85,718	178,470
Sioux City	47,133	9,052	38,831	120,745
St. Paul	66,618	57,238	(1)	141,027
All other stations	367,114	223,667	618,899	1,534,455

Total: July 1936 927,536 523,363 1,352,468 2,691,815

Seven months Jan.-July 1936 5,789,198 3,420,290 9,368,657 18,983,220

July 10-yr. average (1924-1933) 738,238 385,565 1,210,295 3,274,218

Gr. New York district (2) 42,261 74,726 287,082 123,888

Correction—Revised Totals

June 1936 853,188 516,637 1,308,721 2,739,116

12 mos. ended June '36 10,298,272 5,783,154 17,310,665 28,506,019

(1) Included in "All Other Stations."

(2) Slaughter figures in this group of cities are included in the figures above for "New York" and "All Other Stations" and are combined here to show total in the New York, Brooklyn, Jersey City and Newark.

## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., August 13, 1936—At 22 concentration points and 9 packing-houses in Iowa and Minnesota, hog receipts dropped sharply from a week ago and are expected to continue light. Prices on weights up to around 200 lbs. were unevenly steady to a quarter higher; other desirable butchers 25@35c higher, spots up 40c; packing sows 20@30c higher. Feeder pigs in much better demand this week. Current truck prices on good to choice 180 to 250 lb. kinds, \$10.50@10.85; 200 to 220 lbs. in best demand up mostly from \$10.65, many long hauls \$10.90 at plants, few \$11.00; rail consignments \$11.10@11.15 or slightly higher. Demand extremely uneven on heavies; 250 to 290 lbs. off truck \$10.20@10.75; 290 to 350 lbs. \$9.60@10.30; better 160 to 180 lbs., \$9.90@10.35; light lights \$8.95@9.90. Most light and medium weight sows \$8.55@9.15, and \$9.35@9.40 off cars; big weights \$8.00 down off trucks.

Receipts week ended August 13, 1936:

	This week.	Last week.
Friday, August 7.	18,300	18,900
Saturday, August 8.	15,700	18,100
Monday, August 10.	31,300	36,900
Tuesday, August 11.	11,800	17,400
Wednesday, August 12.	15,300	20,900
Thursday, August 13.	12,500	19,900

## NEW YORK LIVESTOCK

Receipts week ended August 7, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,296	10,978	4,339	33,077
Central Union	2,057	2,271	.....	14,256
New York	32	2,034	11,620	3,361
Total	6,385	15,283	15,959	50,694
Previous week	7,238	16,600	16,128	71,281
Two weeks ago	6,548	11,773	15,813	48,575

## PACIFIC COAST LIVESTOCK

Receipts five days ended August 7, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,213	1,255	582	5,120
San Francisco	1,450	325	1,550	3,500
Portland	2,300	480	4,050	2,325

DIRECTS—Los Angeles: Cattle, 40 cars; hogs, 75 cars; sheep, 95 cars. San Francisco: Cattle, 150 head; hogs, 2,300 head; sheep, 2,200 head.

*Order Buyer of Live Stock*

**L. H. McMURRAY**

Indianapolis, Indiana

**LIVE STOCK BUYER . . .**  
**HOGS a Specialty**

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National Stock Yards, Illinois Telephone: Bridge 6261 or L.D. 518  
Springfield, Mo. Telephone 3339

## RECEIPTS AT CHIEF CENTERS

Week ended Aug. 8, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 8.	267,000	337,000	263,000
Previous week	278,000	336,000	300,000
1935	183,000	174,000	269,000
1934	569,000	416,000	282,000
1933	200,000	475,000	332,000

At 11 markets:	Hogs.
Week ended Aug. 8.	277,000
Previous week	269,000
1935	145,000
1934	350,000
1933	383,000
1932	348,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 8.	212,000	249,000	146,000
Previous week	212,000	233,000	160,000
1935	134,000	116,000	165,000
1934	438,000	309,000	177,000
1933	160,000	339,000	211,000
1932	133,000	300,000	213,000

## U. S. LIVESTOCK SURVEY

(Continued from page 14.)

Next spring and summer, when both cattle and hog slaughters are expected to be smaller than in 1936, the increased demand for meats is expected to be reflected in a higher level of cattle prices than has prevailed thus far this year.

Because of reduced marketings of well-finished cattle, prices of such cattle are expected to advance sharply toward the end of 1936 and prices of these kinds next spring are likely to be at much higher levels than in the first half of this year. Increased supplies of the lower grades this fall, resulting from liquidation caused by drought, together with

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

### WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	9,884	2,765	2,857
Week previous	8,739	2,450	2,928
Same week year ago	6,595	1,744	2,444
COWS, carcass	1,678	1,342	1,426
Week previous	1,715	1,179	1,561
Same week year ago	1,323	1,037	1,508
BULLS, carcass	311 1/2	580	6
Week previous	166	587	66
Same week year ago	279	504	8
VEAL, carcass	16,578	1,908	690
Week previous	10,652	1,563	568
Same week year ago	5,811	1,090	642
LAMB, carcass	34,739	10,567	12,754
Week previous	30,162	7,808	14,399
Same week year ago	33,190	12,582	18,680
MUTTON, carcass	3,478	415	918
Week previous	1,917	342	533
Same week year ago	2,330	851	245
PORK CUTS, lbs.	1,534,684	357,607	268,777
Week previous	1,234,750	315,027	226,880
Same week year ago	590,234	235,700	215,982
BEEF CUTS, lbs.	419,616	.....	.....
Week previous	337,551	.....	.....
Same week year ago	370,857	.....	.....
CATTLE, head	9,267	2,063	.....
Week previous	9,497	1,939	.....
Same week year ago	6,450	2,354	.....
CALVES, head	16,829	2,929	.....
Week previous	15,578	2,641	.....
Same week year ago	15,101	3,530	.....
HOGS, head	28,684	13,056	.....
Week previous	20,681	12,369	.....
Same week year ago	22,967	6,776	.....
SHEEP, head	62,161	5,583	.....
Week previous	73,254	5,444	.....
Same week year ago	66,221	7,652	.....

### LOCAL SLAUGHTERS

Week ending Aug. 8, 1936	9,267	2,063	.....
Week previous	9,497	1,939	.....
Same week year ago	6,450	2,354	.....
Week ending Aug. 8, 1936	16,829	2,929	.....
Week previous	15,578	2,641	.....
Same week year ago	15,101	3,530	.....
Week ending Aug. 8, 1936	28,684	13,056	.....
Week previous	20,681	12,369	.....
Same week year ago	22,967	6,776	.....
Week ending Aug. 8, 1936	62,161	5,583	.....
Week previous	73,254	5,444	.....
Same week year ago	66,221	7,652	.....

*Every Day*

at  
ALL IMPORTANT  
MARKETS

**KENNETT-MURRAY**

*Livestock Buying Service*

*Offices*

Detroit, Mich.

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Omaha, Neb.

La Fayette, Ind.

Sioux City, Iowa

Cincinnati, Ohio

Louisville, Ky.

Nashville, Tenn.

Montgomery, Ala.

Indianapolis, Ind.

Montgomery, Ala.

the reduced demand for feeder cattle, probably will cause prices of such cattle to decline more than seasonally during this period. During the first half of next year, however, prices of these cattle may advance somewhat.

Slaughter supplies of lambs in the remainder of 1936 probably will increase more than usual. Some decline in slaughter lamb prices is likely in this period. Prices of lambs next winter and spring will depend to a considerable extent upon the number of lambs fed next winter, which is now very uncertain because of the reduction in feed supplies on account of the drought.

### DROUGHT HIDES SOLD

Bids were opened August 12 by the FSCC at Washington, D. C., on a total of 48,775 drought cattle hides, 32,947 kipskins and 49,805 calfskins, stored at New York, Chicago and So. St. Paul, resulting in the sale of practically all offerings. No bids were received on two small lots of Pacific coast unbranded skins.

Awards are reported to have been made as follows: H. Elkan & Co., Chicago: light and heavy native cows at \$9.70 for No. 1's and \$8.70 for No. 2's; packer kosher and small packer branded cows, No. 1's \$9.42, No. 2's \$8.42; No. 1 heavy native steers \$9.42, No. 2's \$8.42; No. 1 heavy branded steers \$9.42; No. 1 all-weight branded skins \$10.77, No. 2's \$9.70; small packer No. 2 unbranded kips 12 lb. up at \$10.00; 10,400 pieces packer and city packer No. 1 unbranded kips 12 lb. up at \$12.77 and No. 2's at \$11.50.

A. C. Lawrence Leather Co., Peabody, Mass.: No. 1 packer unbranded kips 12 lb. up at \$13.07; Pacific coast packer unbranded skins 8 lb. and under at \$15.26, No. 2's \$14.26; 5,000 pieces packer and city packer unbranded kips 12 lb. up at \$13.07; total of 5,000 packer No. 1 light native cows at \$9.77. J. C. Andresen & Co., New York, N. Y.: 8/12 lb. unbranded skins at \$14.65 for No. 1's and \$13.185 for No. 2's. Armand Schmoll, Inc., New York, N. Y.: unbranded packer and city packer skins at \$15.63 for No. 1's and \$14.13 for No. 2's.

Trade view these as very good prices, age and quality considered.

### WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Aug. 1,

Week Ending	New York	Boston	Phila.
Aug. 1, 1936	24,969	.....	.....
July 25, 1936	16,855	.....	.....
July 18, 1936	86,283	12,657	13,025
July 11, 1936	43,130	.....	.....
Total 1936	1,252,939	60,228	64,382
Aug. 3, 1935	72,449	.....	.....
July 27, 1935	98,126	.....	1,000
Total 1935	963,738	29,478	16,281
Total so far: 1936	1,377,549*	—	1,009,497*

\*Does not include imports at Norfolk

### SWIFT SELLS STOCK YARDS

Application of Swift & Company for transfer of its holdings in various stock yards companies to the United Stockyards Corporation, organized by John DeWitt of Chicago to acquire these holdings, was approved on August 13 by the U. S. district court for the District of Columbia in Washington.

Contract for the sale was signed by J. H. Bliss, assistant treasurer of the company, on August 11. Negotiations for the sale have been under way for several months, but final agreement was not worked out until this week. Sale was made necessary by terms of the so-called "packers' consent decree" of 1920.

"Sale of our interests in the stock yards in no way affects our present method of doing business, nor our contacts with our customers," said President G. F. Swift. "Our packing plants, branch houses and other parts of our business are not affected."

Under the contract the United Stockyards Corp. agrees to pay \$7,324,470 for the interests taken over. Payment is to be completed within sixty days after registration of securities of the United Stockyards Corp. becomes effective, but not later than December 21, 1936. The United Stockyards Corp. will shortly file with the Securities & Exchange Commission application for registration of its capital stock and other securities.

Holdings in the following stock yards are included in the deal, even though some of these are not affected by the Consent Decree:

Sioux City Stock Yards Co.

Milwaukee Stock Yards Co.

Portland, Ore., Union Stock Yards Co.  
So. San Francisco Union Stock Yards Co.

Brighton Stock Yards Co., Brighton, Mass.

St. Paul Union Stockyards Co.

Fort Worth Stock Yards Co.

Union Stock Yards of Toronto, Ltd.

In addition to providing for purchase of the Swift holdings, a clause in the contract provides also that certain other associates of Swift & Company shall have the option to sell their holdings for cash under the same terms and conditions as Swift & Company.

### CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended August 8, 1936, were 4,131,000 lbs.; previous week, 3,635,000 lbs.; same week last year, 3,868,000 lbs.; from January 1 to August 8 this year, 128,739,000 lbs.; same period a year ago, 157,670,000 lbs.

Shipments of hides from Chicago for the week ended August 8, 1936, were 4,384,000 lbs.; previous week, 2,937,000 lbs.; same week last year, 3,054,000 lbs.; from January 1 to August 8 this year, 122,833,000 lbs.; same period a year ago, 192,060,000 lbs.

### SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended August 8, 1936.

#### CATTLE.

	Week ended Aug. 8.	Prev. week.	Cor. week.
Chicago	37,947	35,413	24,229
Kansas City	30,414	30,165	28,811
Omaha	24,906	25,311	11,577
East St. Louis	22,845	22,554	20,988
St. Joseph	8,937	8,989	7,997
Sioux City	14,783	14,846	6,548
Wichita	4,109	3,517	3,146
Fort Worth	6,259	6,140	5,177
Philadelphia	2,063	1,939	2,334
Indianapolis	2,424	2,452	1,958
New York & Jersey City	9,267	9,497	6,549
Oklahoma City*	12,095	10,610	10,977
Cincinnati	5,524	4,380	3,826
Denver	4,689	4,184	3,421
St. Paul	18,479	12,967	8,432
Milwaukee	4,804	3,988	2,229
Total	210,241	197,022	143,063

\*Cattle and calves.

#### HOGS.

	Week ended Aug. 8.	Prev. week.	Cor. week.
Chicago	77,481	60,722	32,265
Kansas City	31,382	33,235	16,370
Omaha	29,528	33,633	11,839
East St. Louis	34,776	40,204	12,488
St. Joseph	11,871	10,121	6,096
Sioux City	29,846	23,815	8,804
Wichita	3,441	4,039	2,756
Fort Worth	3,837	3,844	3,844
Philadelphia	13,056	12,369	6,776
Indianapolis	10,393	7,233	6,485
New York & Jersey City	28,738	29,681	22,927
Oklahoma City	6,004	5,242	3,789
Cincinnati	11,665	10,409	7,726
Denver	6,146	6,206	3,258
St. Paul	25,066	22,003	6,152
Milwaukee	4,879	7,007	2,852
Total	321,207	321,674	150,583

#### SHEEP.

	Week ended Aug. 8.	Prev. week.	Cor. week.
Chicago	36,983	49,568	34,296
Kansas City	11,122	12,448	10,437
Omaha	20,814	22,850	24,579
East St. Louis	15,361	18,116	14,610
St. Joseph	14,126	10,121	19,438
Sioux City	6,474	5,377	5,206
Wichita	1,633	1,653	1,532
Fort Worth	15,609	5,695	.....
Philadelphia	5,588	5,444	7,652
Indianapolis	2,470	2,233	3,943
New York & Jersey City	62,161	78,554	66,221
Oklahoma City	9,344	8,917	6,295
Cincinnati	7,646	6,519	4,545
Denver	17,665	8,660	18,490
St. Paul	2,453	1,546	1,475
Milwaukee	4,500	4,500	4,500
Total	231,902	235,226	221,505

### CANADIAN LIVESTOCK PRICES

#### BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Aug. 8.	Last week.	Same week.
Toronto	\$ 5.75	\$ 6.00	\$ 7.00
Montreal	6.00	6.00	6.25
Winnipeg	5.50	5.25	6.00
Calgary	5.00	5.00	4.75
Edmonton	4.50	4.50	4.50
Prince Albert	3.00	3.00	4.50
Moose Jaw	4.50	4.50	4.50
Saskatoon	4.35	4.50	4.50

#### VEAL CALVES.

	Week ended Aug. 8.	Prev. week.	Same week.
Toronto	\$ 7.50	\$ 8.00	\$ 8.00
Montreal	7.00	7.00	6.50
Winnipeg	5.00	5.50	5.75
Calgary	3.50	3.50	4.50
Edmonton	4.00	4.00	4.00
Prince Albert	3.25	3.25	2.50
Moose Jaw	4.50	4.00	4.50
Saskatoon	4.25	4.00	3.50

#### BACON HOGS.

	Week ended Aug. 8.	Prev. week.	Same week.
Toronto	\$ 9.40	\$ 9.50	\$ 8.85
Montreal	10.00	10.00	10.00
Winnipeg	8.75	9.00	9.00
Calgary	8.75	8.65	8.75
Edmonton	8.75	8.65	8.65
Prince Albert	8.00	8.75	8.70
Moose Jaw	8.90	8.75	8.95
Saskatoon	8.90	8.75	8.60

(1) Montreal and Winnipeg hogs sold on a "fed & watered" basis. All others "off trucks."

#### GOOD LAMBS.

	Week ended Aug. 8.	Prev. week.	Same week.
Toronto	\$ 9.25	\$ 9.50	\$ 8.00
Montreal	8.00	8.10	6.50
Winnipeg	7.00	7.75	5.25
Calgary	7.00	7.25	5.75
Edmonton	7.00	7.25	5.75
Prince Albert	5.00	5.50	4.25
Moose Jaw	6.50	6.50	4.50
Saskatoon	5.75	5.75	4.75

The National Provisioner

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 8, 1936, as reported to The National Provisioner.

### CHICAGO.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	5,727	4,082	3,559
Swift & Co.	3,912	4,926	3,385
Morris & Co.	2,643	2,489	489
Wilson & Co.	5,167	4,551	3,455
Anglo-Amer. Prov. Co.	1,013	1,033	445
G. H. Hammond Co.	3,327	3,327	3,327
Shippers	19,170	11,523	2,860
Others	14,187	21,468	4,312

Brennan Packing Co., 2,291 hogs; Western Packing Co., Inc., 1,864 hogs; Agar Packing Co., 4,532 hogs.

Total: 54,926 cattle; 10,184 calves; 55,237 hogs; 18,010 sheep.

Not including 2,191 cattle, 517 calves, 23,958 hogs and 21,833 sheep bought direct.

### KANSAS CITY.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	3,790	859	1,676	2,156
Cudahy Pkg. Co.	3,115	1,333	995	3,090
Morris & Co.	2,150	890	1,243	1,243
Swift & Co.	3,639	1,618	3,374	2,343
Wilson & Co.	3,304	1,566	1,217	1,725
Indpt. Pkg. Co.	.....	203	.....	.....
Kornblum Pkg. Co.	1,003	.....	.....	.....
Others	6,640	517	3,742	565

Total ..... 23,631 6,783 11,207 11,122

Not including 25,383 hogs bought direct.

### OMAHA.

Cattle and Calves. Hogs. Sheep.

Armour and Co.	5,088	3,005	5,258
Cudahy Pkg. Co.	4,632	5,311	5,222
Dold Pkg. Co.	1,632	5,375	.....
Morris & Co.	2,820	5,012	1,309
Swift & Co.	7,367	4,747	4,102
Others	.....	18,584	.....

Eagle Pkg. Co., 26 cattle; Gr. Omaha Pkg. Co., 95 cattle; Ge. Hoffman Pkg. Co., 89 cattle; Lewis Pkg. Co., 538 cattle; Omaha Pkg. Co., 215 cattle; John Roth & Sons, 73 cattle; So. Omaha Pkg. Co., 163 cattle; Lincoln Pkg. Co., 279 cattle; Wilson & Co., 1,113 cattle; Nagle Pkg. Co., 54 cattle.

Total: 26,242 cattle and calves; 43,334 hogs; 15,891 sheep.

Not including 933 hogs and 4,789 sheep bought direct.

### EAST ST. LOUIS.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	2,094	1,670	2,443	6,484
Swift & Co.	4,229	3,203	2,405	6,047
Morris & Co.	933	1,027	661	1,027
Hunter Pkg. Co.	1,752	1,891	1,844	1,274
Heil Pkg. Co.	.....	1,084	.....	.....
Krey Pkg. Co.	.....	1,526	.....	.....
Laclede Pkg. Co.	.....	903	.....	.....
Shippers	6,015	4,036	9,818	631
Others	5,850	.....	11,439	1,556

Total ..... 21,084 11,827 32,186 15,992

Not including 3,615 cattle, 4,898 calves, 23,838 hogs and 3,294 sheep bought direct.

### ST. JOSEPH.

Cattle. Calves. Hogs. Sheep.

Swift & Co.	2,817	1,021	5,426	9,427
Armour and Co.	3,588	1,005	5,595	4,699
Others	2,103	28	2,165	817

Total ..... 8,506 2,054 13,186 14,943

### SIOUX CITY.

Cattle. Calves. Hogs. Sheep.

Cudahy Pkg. Co.	4,484	845	8,718	2,566
Armour and Co.	4,529	724	9,082	2,437
Swift & Co.	3,819	789	5,086	1,471
Shippers	6,600	65	8,596	481
Others	337	18	45	.....

Total ..... 19,023 2,441 31,540 6,955

### OKLAHOMA CITY.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	3,426	2,223	2,399	1,390
Wilson & Co.	3,088	2,931	4,211	1,068
Others	263	37	545	.....

Total ..... 6,777 5,191 5,355 2,458

Not including 127 cattle and 649 hogs bought direct.

### CINCINNATI.

Cattle. Calves. Hogs. Sheep.

S. W. Gall's Son	46	.....	308	.....
E. Kahn's Sons	1,129	616	4,509	4,085
Lohrey Pkg. Co.	6	.....	195	.....
H. H. Meyer Pkg. Co.	18	.....	2,562	.....
J. Schlachter's Son	153	256	85	.....
J. & F. Schrot P. Co.	26	.....	1,749	.....
J. F. Stegner & Co.	432	264	87	.....
Shippers	450	114	2,644	5,316
Others	2,195	921	679	435

Total ..... 4,409 2,217 12,651 10,316

Not including 728 cattle, 18 calves, 3,203 hogs and 4,036 sheep bought direct.

### ST. PAUL.

Armour and Co.	5,551	4,429	9,982	6,709
Cudahy Pkg. Co.	971	1,210	.....	.....
Swift & Co.	8,302	6,993	15,084	10,866
United Pkg. Co.	2,747	403	.....	.....
Bought for Govt. Acc.	908	124	.....	.....
Others	2,051	484	4,283	2,391

Total ..... 20,530 13,643 29,349 20,056

Not including 213 cattle bought direct.

### FT. WORTH.

Armour and Co.	3,021	1,316	1,560	7,204
Swift & Co.	2,746	2,355	1,903	8,404
City Packing Co.	242	92	178	.....
Blue Bonnet Pkg. Co.	188	70	178	.....
H. Rosenthal Pkg. Co.	62	2	18	1

Total ..... 6,259 3,835 3,837 15,809

### DENVER.

Armour and Co.	899	240	1,945	16,440
Swift & Co.	1,175	134	1,720	10,092
Others	2,419	616	1,986	21,573

Total ..... 4,493 990 5,651 49,405

### WICHITA.

Cudahy Pkg. Co.	2,133	1,373	1,319	1,566
Dold Pkg. Co.	823	58	962	67
Wichita D. B. Co.	24	.....	.....	.....
Dunn-Ostertag	144	.....	.....	.....
Fred W. Dold	140	.....	387	.....
Sunflower Pkg. Co.	68	111	.....	.....
So. West Beef Co.	36	.....	.....	.....

Total ..... 3,368 1,431 2,779 1,633

Not including 662 hogs bought direct.

### MILWAUKEE.

Plankinton Pkg. Co.	2,965	2,722	7,281	1,776
United D. B. Co.	55	.....	.....	.....
Omaha Pkg. Co.	172	.....	257	.....
Armour and Co. Mil.	1,300	1,362	.....	.....
N. Y. Butchers D. M. Co.	60	.....	.....	.....
R. G. Gumm & Co.	16	87	15	15
Slipperers	192	16	105	24
Others	577	686	32	366

Total ..... 5,337 4,833 7,418 2,438

### INDIANAPOLIS.

Kingman & Co.	2,310	947	6,848	2,332
Armour and Co.	1,409	169	1,361	223
Hilgemeyer Bros.	5	.....	800	.....
Shussler Pkg. Co.	1	.....	166	.....
Meier Pkg. Co.	93	11	197	.....
Ind. Prov. Co.	82	27	84	2
Maass Hartman Co.	49	5	.....	.....
Art Wabnitz	15	80	57	.....
Slipperers	2,218	2,205	14,281	5,368
Others	1,116	116	97	792

Total ..... 7,298 3,569 24,417 8,774

### RECAPITULATION.

Cattle. Calves. Hogs. Sheep.

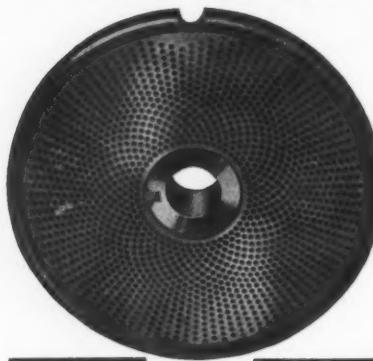
Chicago	55,237	44,924	33,695
Kansas City	11,207	10,953	6,726
Omaha	43,334	47,152	19,330
East St. Louis	32,186	36,933	23,256
St. Joseph	13,186	14,900	7,114
St. Louis	31,540	34,955	11,889
Oklahoma City	5,355	4,548	3,170
Wichita	2,779	2,877	2,010
Denver	5,651	6,008	5,611
St. Paul	29,349	20,806	8,490
Milwaukee	7,418	7,017	4,358
Cincinnati	24,177	23,964	18,420
Indianapolis	12,651	10,887	9,394
Ft. Worth	8,837	8,844	.....

Total ..... 278,147 269,768 153,463

### SHEEP.

Chicago	18,010	20,959	10,568
Kansas City	11,122	12,448	10,437

*It's Guaranteed for 10 Years—The Famous*  
**C-D TRIUMPH**  
*Everlasting Plate*



*for All Makes of Meat Grinders*

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

Chas. W. Dieckmann



CD Cut-More Knives with changeable blades—The OK Knives with changeable blades—Superior OK reversible plates. We can furnish plates with any size holes desired from  $\frac{1}{16}$ -inch up. Special designs made to order.

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*to judge sausage seasoning!*

The true way to judge sausage seasoning is on the basis of results. How it is made is only part of the story—it's profits you're interested in!

MAYER Seasonings have a consistent record of producing profits for their users. Not just once in a while—but consistently! A trial will convince you that MAYER'S is the only seasoning you can afford to use!

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**Solve Your Problems**

Steam . . . Power . . . Water . . .  
Refrigeration . . . Air Conditioning  
Consult Us Before You Spend

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NINTH AND NOBLE STREETS  
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**BROKER**  
**PACKINGHOUSE**  
**PRODUCTS**

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

**Make YOUR Container say QUALITY**

ATTRACTIVE, colorful lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



**THE HEEKIN CAN CO.—CINCINNATI, OHIO**

## Up and Down the

# MEAT TRAIL

### Meat Packing 40 Years Ago

(From The National Provisioner, Aug. 15, 1896.)

Hog packing from March 1 to Aug. 1, 1896, totaled 6,555,000 head, against 5,455,000 head in the like period of 1895.

Smoked hams to the New York jobbing trade were quoted at 10@10½c per lb. for the 14/16 av. and 9½@10c for 18 lb. hams and over. Boneless bacon was quoted at 8½@9c, pickled California hams 5½@6½c and D. S. bellies at 5½@6c.

Thomas Sinclair, chairman of the North Ireland packers' association, known as Ulster Bacon Curer's Association, told its membership that something must be done if Ireland was to retain its position in the cross-channel markets. The Danes, he said, had shown highly commendable enterprise in the improvement of bacon they turned out and the breed of pigs they raised for the purpose, with the result that Danish exports had increased from the equivalent of 220,900 pigs in 1887 to the equivalent of 1,200,000 pigs in 1895.

Union Rendering Co., Union Stock Yards, Chicago, announced that the price paid for dead hogs would be ¼c per lb.

Plankinton Packing Co., Milwaukee, Wis., installed a 150-ton Vilter ice machine.

East End Provision Co., Pittsburgh, Pa., suffered heavy damage by fire.

Fred W. Wilder, general superintendent, Swift & Company, was a Kansas City visitor.

### Meat Packing 25 Years Ago

(From The National Provisioner, August 19, 1911.)

Effect of drought conditions in 1910 and 1911 on crops and the meat situation resulted in predictions that consumers would pay record-breaking prices for meat. Pork loins were reported to be selling for 16c per lb., the highest price for the year.

Meat and dairy products exported for fiscal year ended June 30, 1911, were valued at \$150,000,000, of which \$100,000,000 was for hog products. This compared with an export of hog products valued at \$124,000,000 in 1907.

Census of 1909 reported 67 meat packing plants at Chicago, compared with 56 in 1904.

Halstead & Co., Jersey City, N. J., incorporated to conduct a packinghouse, lard and oil refining business, with E. R. Carhart, president.

Natchez Packing Co., Natchez, Miss., completed buildings doubling its storage

and smokehouse capacity and compound lard department.

John T. Russell, Chicago, was elected head of the United Master Butchers of America at the annual convention at Pittsburgh.

Armour and Company opened branch houses at El Centro, Calif., and Globe, Ariz.

### Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 30,742 cattle, 4,629 calves, 23,945 hogs and 14,282 sheep.

J. J. Tourski, provision department, Armour and Company, has returned from a two weeks' vacation spent in the Eagle River district in Wisconsin. He reports the fishing good.

Henry Elkan, president, Guttman & Co., and well-known in the hide trade, died at his home in Chicago on August 7. Mr. Elkan was 89 years old and had been active in the tanning business up to a short time ago.

E. H. Branding, provision department, Wilson & Co., is back from a vacation spent in the lakes region in Northern Illinois, where he enjoyed some good golfing.

Effective September 28 hours for trading in provision futures on the Chicago Board of Trade will be from 10.15 a.m. to 2 p.m., Eastern standard time, except on Saturdays, when hours will be from 10.15 a.m. to 12.30 p.m. Most daylight saving areas resume standard time at the close of next month.

R. W. Doe, vice president, Safeway Stores, Oakland, Calif., was in Chicago this week in connection with a conference of livestock, packing and retail meat interests.

"Dick" Shannon, old-time Morris & Co. operating executive and market authority, was in Chicago this week greeting his old friends. He is now living in happy leisure in Sunny California, his home being in Los Angeles.

Oscar Mayer & Co. celebrated its 53rd anniversary last week with an entertainment and dance for more than 400 of its employees at the Chicago plant. Oscar F. Mayer, founder and chairman of the board, and president Oscar G. Mayer were guests of honor, as was Oscar G. Mayer, jr., son of the president. Oscar F. Mayer came to Chicago from Detroit in 1883 and with his brother established a small sausage plant, which grew into a national packing business under his guidance and that of his son.

### Countrywide News Notes

Ess-Kay Co. of North Carolina, Inc., has been formed at Winston-Salem, N. C., to operate a packinghouse. Incorporators are Eugene E. Snyder and Theodore E. Schluderberg.

C. H. Overly is manager of the new Armour and Company plant at Green Bay, Wis.

J. N. Scully, secretary, Jacob Dold Packing Co., Buffalo, N. Y., has been enjoying a vacation outing at the island of Nantucket, off the Massachusetts coast.

Superior Packing Co., St. Paul, Minn., closed the biggest week in its history on Saturday, August 8, having killed 1,644 animals during the week, in a total time of 44 hours. Of these 1,580 were cattle and 64 calves.

Kingan & Company's baseball team, known as the Kingan Reliable Packers, won 5 games and lost none in the Indi-

### FIFTY-THIRD ANNIVERSARY

On the occasion of a party for Oscar Mayer & Co. employees at the Chicago plant, celebrating the 53rd anniversary of the concern, Oscar F. Mayer, founder and chairman (right), and Oscar G. Mayer, president, (left), posed with the latest addition to the family, "Little Oscar," the world's smallest chef.



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## You Should Use SWIFT'S ATLAS GELATIN

- PURE

Meets all state and federal pure food regulations.

- HIGH TEST

Because of this high jelly strength, it is economical to use.

- TASTELESS

So that the true meat flavor is not obscured.

- TRANSPARENT

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO



### MAPLEINE Makes Ham Loaf Better

HERE is an ideal flavor tonic for ham. Mapleine brings out the genuine flavor and sweetness of ham. It will not "cover up" the rich, natural flavors.

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PRODUCT  
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### SUNFIRST PAPRIKA

The Finest  
That Spain  
Produces

## SUNFIRST PAPRIKA

Nationally Famous  
for producing quality  
sausage that builds  
sales, stimulates profits

Your spice house can  
supply SUNFIRST

## Superior Packing Co.

Price      Quality      Service

Chicago



St. Paul

DRESSED BEEF  
BONELESS BEEF and VEAL  
Carlots      Barrel Lots

## UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY

### City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
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ana state tournament, and will represent Indiana in the national tournament. They won 18 and lost one game through the semi-pro season. Hosler and Kertis each pitched 3-hit games. Powers was a hitting star, and other members of the team distinguished themselves. The men are all sales and plant employees of long standing, and baseball is a sideline with them, though they play like champions.

Prize trips covering all expenses to the 1936 national 4-H Club congress are being awarded by Armour and Company to one delegate in each of 12 states. Outstanding beef club boys in five states, pig club champions in five states and sheep club champions in two states will receive awards.

### New York News Notes

General manager H. L. Skellinger, Wilson & Co., New York, is on a motor trip through upper New York state. F. W. Pratt, assistant to district manager A. E. Nelson, New York, is spending a few weeks at Chappaqua, N. Y.

T. E. Ray, district manager, Swift & Company, New York, is spending a few weeks at his bungalow at Westport, Conn.

Alvin Dawson, credit and office manager, Jacob Dold Packing Co., New York, is vacationing on the New Jersey shore.

George Thran, master mechanic, New York Butchers' Dressed Meat Company, New York, is enjoying a short vacation.

E. H. Wagner, industrial relations department, Swift & Company, Chicago, was a visitor to New York last week.

T. M. Galvin, soap works, and A. G. Versen, provision department, Armour and Company, Chicago, were visitors to New York last week.

President V. D. Skipworth, Adolf Gobel, Inc., Brooklyn and New York, spent last week in Indianapolis and Chicago.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended August 8, 1936, were as follows: Meat—Brooklyn, 113 lbs.; Manhattan, 166 lbs.; Queens, 11,747 lbs.; Total, 12,026 lbs. Fish—Brooklyn, 85 lbs. Poultry—Manhattan, 43 lbs.

### 250 YEARS OF EATING MEAT

During the recent celebration of the 250th anniversary of the city of Albany, N. Y., a feature was the parade in which packer floats were prominent. Meat packing has played an important part in the growth of the city. Albany Packing Company's "First Prize" float appropriately won first prize.

Floats shown here (top to bottom) are: Armour and Company, Lewis Newhof, Swift & Co., Albany Packing Co. (Photos by The National Provisioner.)



## MEAT DEALERS CONVENTION

Nine major resolutions were adopted by the National Association of Retail Meat Dealers at their annual convention held at Cleveland, O., August 2-6, 1936. Three of these are designed to improve the present system of inspecting, grading and branding meats. They included a request to the federal government to inspect all pork for trichinæ; extension of grading to all plants federally inspected; and the requirement that packers distinguish in brand names between meats prepared under federal regulations and those prepared in plants not under federal inspection.

Protest was made against sales by packers to restaurants, hotels, hospitals or other institutions which prepare food for sale to the ultimate consumer.

Other resolutions called for legislation against "loss leaders" and for the appointment of a member to serve on the National Council for Industrial Progress, created by President Roosevelt to recommend legislation for solving economic problems as related to certain lines of business.

Other resolutions called for a standard trim on hams by removing the long shanks found on some hams; asked for the removal of melts from lamb carcasses; requested prohibition of slaughter of immature veal; authorized committee of the association to work in conjunction with National Association of Retail Grocers because of large number of meat departments in grocery stores; urged state secretaries to interest themselves in observance of state and local meat inspection laws; opposed operation of government commissaries and post exchanges as retail meat markets; endorsed "national beef month" sponsored by the National Live Stock and Meat Board.

Speakers at the convention included President Wm. Whitfield Woods, Institute of American Meat Packers; R. C. Pollock, gen. mgr., National Live Stock & Meat Board; B. F. McCarthy, chief marketing specialist, U. S. Bureau of Agricultural Economics; Dr. Virgil D. Reed, U. S. Bureau of the Census; John G. Paine, U. S. Dept. of Commerce, and John C. Milton, Armour and Company.

Emil Schwartz of Detroit, a former president, was elected president for the coming year, succeeding William B. Margerum, Philadelphia, who was named to the board of directors. Vice-presidents elected are Geo. A. Steindl, Chicago; Houston Brewster, Pomona, Calif.; and Edwin Janssen, St. Paul, Minn. John A. Kotal, Chicago, was re-elected secretary. Cincinnati was chosen as the 1937 convention city.

## TO DISCUSS DISTRIBUTION

Distribution and public relations problems will be discussed at the eighth Boston Conference on Distribution, to be held September 28-29, 1936 under auspices of the Boston chamber of com-

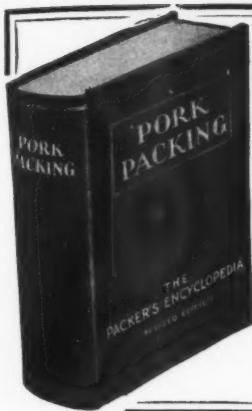
## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 13, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS, 300-500 lbs. <sup>1</sup> :				
Choice .....	\$14.00@15.00	.....	.....	.....
Good .....	12.50@14.00	.....	.....	.....
Medium .....	9.50@12.50	.....	\$10.50@13.00	.....
Common (plain) .....	9.00@ 9.50	.....	9.00@10.50	.....
STEERS, 500-600 lbs.:				
Prime .....	13.50@14.50	.....	15.50@16.00	.....
Choice .....	13.00@14.00	.....	14.50@15.50	\$14.00@15.00
Good .....	12.00@13.00	.....	13.50@14.50	13.00@14.00
Medium .....	10.50@12.00	.....	11.00@13.50	10.00@13.00
Common (plain) .....	9.00@ 9.50	.....	9.50@11.00	9.50@10.00
STEERS, 600-700 lbs.:				
Prime .....	13.00@14.00	.....	15.00@16.00	.....
Choice .....	12.00@13.00	.....	14.50@15.00	14.00@15.00
Good .....	12.00@13.00	.....	13.50@14.50	13.00@14.00
Medium .....	10.50@12.50	.....	11.00@13.50	10.00@13.00
STEERS, 700 lbs. up:				
Prime .....	13.00@14.00	14.50@15.00	15.00@15.50	.....
Choice .....	12.00@13.00	12.50@14.50	14.50@15.00	14.00@15.00
Good .....	12.00@13.00	12.50@13.50	13.50@14.50	13.00@14.00
<b>COWS:</b>				
Choice .....	9.00@10.00	9.50@10.00	10.50@11.50	10.00@11.00
Good .....	8.50@ 9.00	9.00@ 9.50	9.00@10.50	9.00@10.00
Medium .....	8.00@ 8.50	8.50@ 9.00	8.00@ 9.00	8.50@ 9.00
Common (plain) .....	.....	.....	.....	.....
<b>Fresh Veal:</b>				
VEAL <sup>2</sup> :				
Choice .....	13.00@14.00	14.00@15.00	15.00@16.50	13.00@14.00
Good .....	12.00@13.00	13.00@14.00	13.50@15.00	12.00@13.00
Medium .....	10.50@12.00	11.50@13.00	12.00@13.50	11.00@12.00
Common (plain) .....	9.50@10.50	10.00@11.50	11.00@12.00	10.00@11.00
CALF <sup>2</sup> :				
Good .....	11.00@12.00	.....	11.50@13.50	.....
Medium .....	9.50@11.00	.....	10.00@11.50	.....
Common (plain) .....	8.50@ 9.50	.....	9.00@10.00	.....
<b>Fresh Lamb and Mutton:</b>				
LAMBS, 38 lbs. down:				
Choice .....	19.00@20.00	19.50@20.50	20.00@21.00	20.00@21.00
Good .....	17.00@19.00	17.50@19.50	18.00@20.00	19.00@20.00
Medium .....	15.00@17.00	15.50@17.50	16.00@18.00	16.00@19.00
Common (plain) .....	13.00@15.00	13.50@15.50	14.00@16.00	14.00@16.00
LAMBS, 39-45 lbs.:				
Choice .....	19.00@20.00	19.50@20.50	20.00@21.00	20.00@21.00
Good .....	17.00@19.00	17.50@19.50	18.00@20.00	19.00@20.00
Medium .....	15.00@17.00	15.50@17.50	16.00@18.00	16.00@19.00
Common (plain) .....	.....	.....	.....	14.00@16.00
LAMBS, 46-55 lbs.:				
Choice .....	19.50@20.50	20.00@21.00	20.50@21.50	20.00@21.00
Good .....	19.00@20.00	19.00@20.00	19.50@20.50	19.00@20.00
MUTTON, Ewe, 70 lbs. down:				
Good .....	7.50@ 8.50	8.00@ 9.00	7.00@ 9.00	8.00@ 9.00
Medium .....	6.50@ 7.50	7.00@ 8.00	6.50@ 7.50	7.00@ 8.00
Common (plain) .....	5.50@ 6.50	6.00@ 7.00	5.50@ 6.50	6.00@ 7.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av. ....	21.50@23.50	22.50@23.50	22.00@23.50	22.00@24.00
10-12 lbs. av. ....	20.50@22.50	22.00@23.00	21.00@22.50	21.50@23.00
12-15 lbs. av. ....	17.00@19.00	19.00@20.00	18.00@19.50	18.00@20.00
16-22 lbs. av. ....	14.00@15.50	16.00@18.00	15.00@17.00	15.00@17.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av. ....	15.00@16.50	.....	16.00@17.50	16.00@18.00
PICNICS:				
6-8 lbs. av. ....	.....	17.00@17.50	.....	.....
BUTTS, Boston Style:				
4-8 lbs. av. ....	18.00@20.00	.....	19.00@21.00	20.00@21.50
SPARE RIBS:				
Half sheets .....	12.00@13.00	.....	.....	.....
TRIMMINGS:				
Regular .....	10.50@11.00	.....	.....	.....
Includes heifers, 450 lbs. down, at Chicago.				
Includes sides at Boston and Philadelphia.				

merce in cooperation with Harvard University Graduate School of Business Administration, Massachusetts Institute of Technology and others. This national forum for problems of distribution includes such topics as public relations in distribution, merchandising under Robinson-Patman act, recent legislative trends and their effect on busi-

ness and consumption, satisfaction of consumers' wants, modern packaging and merchandise fundamentals, shift of manufacturer-distributor relationships, menace of resale price fixing, determining consumer preferences and many others of immediate relation to the field of distribution and public relations as applying thereto.



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The contents of "Pork Packing" include: Buying—Killing—Handling Fancy Meats—Chilling and Refrigeration—Cutting—Trimming—Cutting Tests

—Making and Converting Pork Cuts—Lard Manufacture—Provision Trading Rules—Curing Pork Meats—Soaking and Smoking—Packing Fancy Meats—Sausage and Cooked Meats—Rendering Inedible Products—Labor and Cost Distribution—and Merchandising.

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## THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

### PACKER AND FOOD STOCKS

Price ranges of listed stocks, Aug. 12, 1936, or nearest previous date:

	Sales.	High.	Low.	— Close —
Week Ended		Aug.	Aug.	
Aug. 12.	— Aug. 12. —	12.	5.	
Amal. Leather.	1,500	2%	2%	2%
Do. Pfd.	100	54%	54%	54%
Am. H. L.	4,000	5%	5%	6%
Do. Pfd.	500	37%	37	37
Amer. Stores	1,100	28	27%	27%
Armour Ill.	35,150	5%	5%	4%
Do. Pfd.	1,300	78	78	72%
Do. Del. Pfd.	500	108%	108%	108
Beechnut Pack.	800	93%	93%	93
Bohack, H. C.	575	11%	11%	11
Do. Pfd.	160	54%	54	50
Chick. Co. Oil.	200	24	24	23
Childs Co.	1,900	8%	8%	8%
Cudaby Pack.	100	35	35	37
First Nat. Strs.	3,500	46%	45%	45%
Gen. Foods	8,200	39%	39%	38
Gobel Cos.	5,200	4%	4%	4%
Gr. Ad'l 1st Pfd.	85	126	126	127
Do. New ...	50	121	118	121
Hormel, G. A.	...	...	18	
Hygrade Food.	2,000	4%	4%	4
Kroger G. & B.	8,200	20%	20%	21%
Libby McNeill.	11,800	9%	9%	9%
Mickelberry Co.	600	2%	2%	2%
M. & H. Pfd.	330	8	7%	7%
Morell & Co.	...	...	...	40%
Nat. Leather.	4,000	1%	1%	1%
Nat. Tea Co.	700	8%	8%	8%
Pro. & Gambl.	6,600	48%	47%	45
Do. Pr. Pfd.	30	120	120	118
Rath Pack.	...	...	24	
Safeway Strs.	5,700	28%	28%	28%
Do. 6% Pfd.	20	100%	100%	108
Do. 7% Pfd.	170	112%	112%	112
Stahl Meyer.	550	...	...	2%
Swift & Co.	9,550	22%	21%	21%
Do. Int'l.	3,700	31%	31%	31
U. S. Leather.	2,400	5%	5%	5%
Do. A.	2,900	11%	11%	11%
Dr. Pr. Pfd.	700	88	87	88
Wesson Oil.	3,500	42%	41%	41%
Do. Pfd.	1,100	83%	83%	80
Wilson & Co.	23,700	8%	8%	7%
Do. Pfd.	2,300	78	76	77%

ended June 30, compared with \$15,120,324 in the previous fiscal year. The 1936 profit is equivalent, after preferred dividends, to \$2.39 a share on common stock compared with \$2.23 a share last year. The company has declared a quarterly dividend of \$1.25 on 5 per cent preferred stock, payable September 15, to stockholders of record on August 15.

First National Stores has declared a dividend of 62½ cents, payable October 1, to shareholders of record on September 8.

### CHAIN STORE SALES UP

Dollar sales of five food chains were 8.7 per cent greater during the first 28 weeks of 1936 than in the like period last year. All but one of the chains showed an increase over last year's sales, the gains ranging from 18.3 per cent to five-tenths of 1 per cent. Sales of the same group during the four weeks ended July 11 registered an average gain of 11.9 per cent over 1935. Dollar sales of the five chains for the first 28 weeks of 1936 and 1935 were as follows:

	1936.	1935.
Safeway Stores	174,783,927	147,642,672
Kroger G. & B.	126,206,179	125,505,570
National Tea Co.	32,635,166	33,544,367
Dominion Strs.	10,381,418	9,434,446
Jewel Tea Co.	10,605,694	9,969,278

Five food chains....\$354,612,384 \$326,096,333

### FINANCIAL NOTES

Armour and Company, owning approximately 96 per cent of total capital stock of J. K. Mosser Leather Corp., has offered to buy the balance of the outstanding stock at its book value as of July 3, 1936, which was \$36.21 per share.

Procter & Gamble Co. reports net profit of \$16,138,367 for the fiscal year

Charles Zarcone will open meat market at 1446 No. Jackson st., Milwaukee, Wis.

New meat market was opened in Frederia, Wis., Aug 1, by Frank Multen.

Archie Wilson, Ft. Dodge, Ia., has opened meat market at new location in Collins building.

Harry Mittleman will open meat market at Market and Sixteenth sts., Berwick, Pa.

J. H. McConnell & Son will open meat market on Lake st., Benton Harbor, Mich.

Joe Sickler has purchased meat market in West Liberty, Ia.

Herman Leinius, Center, N. D., purchased meat market of late Fred Conitz.

### RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all-grades of pork and good grade of other meats in mostly cash and carry stores.

NEW YORK. CHICAGO.

	July 31, 1936.	July 31, 1935.
Beef:		
Porterhouse steak	.44	.48
Sirloin steak	.38	.42
Round steak <sup>1</sup>	.36	.40
Rib roast, 1st 6 cuts	.29	.33
Chuck roast	.22	.25
Loin roast	.25	.18
Plate beef	.13	.17

	Lamb:
Legs	.28
Loin chops	.48
Rib chops	.39
Stewing	.14

	Pork:
Chops, center cuts	.36
Bacon, strips	.38
Bacon, sliced	.44
Hams, whole	.34
Picnics, smoked	.23
Lard	.17

	Veal:
Cutlets	.43
Loin chops	.35
Rib chops	.30
Stewing (breast)	.15

<sup>1</sup>Top round at New York.

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# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

### Carcass Beef

Week ended Aug. 12, 1936. Cor. week, 1935.

#### Prime native steers—

400-600	15 @ 16	19 1/2 @ 20
600-800	15 @ 15 1/2	19 @ 20
800-1000	14 @ 15	19 @ 18

#### Good native steers—

400-600	15 @ 15 1/2	17 1/2 @ 18 1/2
600-800	14 @ 15	18 @ 18 1/2
800-1000	13 1/2 @ 14	18 @ 18 1/2

#### Medium steers—

400-600	14 1/2 @ 15	15 1/2 @ 16
600-800	13 1/2 @ 14 1/2	16 @ 17
800-1000	13 1/2 @ 14	16 1/2 @ 17

#### Heifers, good, 400-600

Cows, 400-600	14 1/2 @ 15	16 1/2 @ 17
Hind quarters, choice	12 @ 20	11 @ 14

Front quarters, choice	11 @ 12	11 @ 14
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Fore quarters, choice	11 @ 12	11 @ 14
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### Beef Cuts

Steer loins, prime	130	unquoted
Steer loins, No. 1	127 1/2	@ 36
Steer loins, No. 2	125	@ 30
Steer short loins, prime	141	unquoted
Steer short loins, No. 1	132	@ 47
Steer short loins, No. 2	129	@ 38
Steer loin ends (hips)	124	@ 27
Steer loin ends, No. 2	123	@ 26
Cow loins	117	@ 20
Cow short loins	119	@ 28
Cow loin ends (hips)	115	@ 17
Steer ribs, prime	119	unquoted
Steer ribs, No. 1	117	@ 25
Steer ribs, No. 2	116	@ 24
Cow ribs, No. 2	111	@ 17
Cow ribs, No. 3	110	@ 12
Steer rounds, prime	115 1/2	unquoted
Steer rounds, No. 1	115 1/2	@ 18 1/2
Steer rounds, No. 2	111	unquoted
Steer chuck, prime	110 1/2	@ 12 1/2
Steer chuck, No. 1	104 1/2	unquoted
Steer chuck, No. 2	110	@ 12
Cow rounds	113	@ 15
Cow chuck	112	@ 11
Steer plates	113	@ 12 1/2
Medium plates	8	@ 12
Briskets, No. 1	111 1/2	@ 16
Steer navel ends	6 1/2	@ 9 1/2
Cow navel ends	7	@ 8 1/2
Fore shanks	7	@ 8
Fore shanks	6	@ 8
Fore shanks	6	@ 6 1/2
Strip loins, No. 1, bms.	45	@ 65
Strip loins, No. 2	35	@ 55
Sirloin butts, No. 1	25	@ 33
Sirloin butts, No. 2	20	@ 25
Beef tenderloins, No. 1	50	@ 70
Beef tenderloins, No. 2	45	@ 50
Rump butts	12	@ 15
Flank steaks	18	@ 22
Shoulder clods	13	@ 15 1/4
Hanging tenderloins	12	@ 14
Insides, green, 6@8 lbs.	15	@ 14 1/2
Outsides, green, 5@6 lbs.	15	@ 14
Knuckles, green, 5@6 lbs.	15 1/2	@ 14 1/2

### Beef Products

Brains (per lb.)	6	@ 5
Hearts	10	@ 11
Tongues	18	@ 21
Sweetbreads	15	@ 25
Ox-tail, per lb.	7	@ 8
Fresh tripe, plain	9	@ 10
Fresh tripe, H. C.	11 1/2	@ 12 1/2
Livers	18	@ 16
Kidneys, per lb.	10	@ 10 1/2

### Veal

Choice carcass	13 @ 15	15 @ 16
Good carcass	11 @ 12	13 @ 14
Good saddles	17	19 @ 19
Good racks	10 @ 12	12 @ 14
Medium racks	7 @ 8	@ 12

### Veal Products

Brains, each	1 1/2	@ 10
Sweetbreads	25	@ 30
Calf livers	35	@ 32

### Lamb

Choice lambs	21	@ 17
Medium lambs	15	@ 15
Choice saddles	23	@ 19
Medium saddles	19	@ 18
Choice foars	19	@ 14
Medium foars	17	@ 13
Lamb fries, per lb.	25	@ 32
Lamb tongues, per lb.	15	@ 15
Lamb kidneys, per lb.	20	@ 20

### Mutton

Heavy sheep	6	5
Light sheep	10	9
Heavy saddles	8	8
Light saddles	12	11
Heavy foars	4	4
Light foars	8	5
Mutton legs	15	10
Mutton loins	10	8
Mutton stew	6	4
Sheep tongues, per lb.	12 1/2	12 1/2
Sheep heads, each	10	10

Fresh Pork, etc.	
Pork loins, 8@10 lbs. av.	@ 23 1/2
Picnic shoulders	@ 16 1/2
Skinned shoulders	@ 16
Tenderloins	@ 30
Spare ribs	@ 12
Back fat	@ 12
Boston butts	@ 20 1/2
Endless butts, cellar	@ 28
Ham, 2@4	@ 31
Hocks	@ 10
Tails	@ 9
Neck bones	@ 3 1/2
Slip bones	@ 13
Blade bones	@ 12 1/2
Pigs' feet	@ 4
Kidneys, per lb.	@ 9
Livers	@ 8
Brains	@ 12
Ears	@ 4
Snouts	@ 6
Heads	@ 7
Chitterlings	@ 5

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 25
Country style sausage, fresh in link	@ 20 1/2
Country style sausage, fresh in bulk	@ 18 1/2
Frankfurters, in sheep casings	@ 22 1/2
Frankfurters, in hog casings	@ 23 1/2
Bologna in beef bungs, choice	@ 24 1/2
Bologna in beef middles, choice	@ 18 1/2
Liver sausage in beef rounds	@ 19 1/2
Liver sausage in hog bungs	@ 18 1/2
Smoked liver sausage in hog bungs	@ 19 1/2
Head cheese	@ 17 1/2
New England luncheon specialty	@ 23 1/2
Minced luncheon specialty, choice	@ 19 1/2
Tongue sausage	@ 28
Blood sausage	@ 17
Souse	@ 18
Polish sausage	@ 23 1/4

## DRY SAUSAGE

Cervelat, choice, in hog bungs	39
Thuringer cervelat	19
Farmers	27
Holsteiner	26
C. salami, choice	35
Milano salami, choice, in hog bungs	41
B. C. salami, new condition	21
Frisees, choice, in hog middles	37
Genoa style salami, choice	25
Prosciutto	34
Mortadella, new condition	22
Capicola	51
Italian style hams	40
Virginia hams	40 1/2

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@ 10 1/2
Special lean pork trimmings	16 @ 16 1/2
Extra lean pork trimmings	@ 17
Pork cheek meat	11 1/2 @ 12
Pork hearts	7 1/2 @ 8
Pork livers	7 1/2 @ 8
Native bologna, bull meat (heavy)	9 1/2
Smile meat	9 1/2
Boneless chuck	9 1/2
Beef trimmings	8 1/2
Beef cheeks (trimmed)	8
Dressed canners, 350 lbs. and up	7 1/2
Dressed cutter cows, 400 lbs. and up	7 1/2
Dr. bologna bulls, 600 lbs. and up	8 1/2
Pork tongues, canned trim, 8. P.	@ 12 1/2

## BARRELED PORK AND BEEF

Mess pork, regular	@ 28.00
Family back pork, 24 to 34 pieces	@ 29.00
Family back pork, 35 to 45 pieces	@ 28.00
Old back pork, 40 to 50 pieces	@ 26.00
Clear plain pork, 25 to 35 pieces	@ 25.00
Beef pork	@ 27.00
Brisket pork	@ 30.00
Plate beef	@ 18.50
Extra plate beef, 200-lb. bbls.	@ 19.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$19.50
Lamb tongue, short cut, 200-lb. bbl.	51.50
Regular tripe, 200-lb. bbl.	19.00
Honeycomb tripe, 200-lb. bbl.	22.00
Pocket honeycomb tripe, 200-lb. bbl.	25.00

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 14
Clear bellies, 18@20 lbs.	@ 13
Rib bellies, 25@30 lbs.	@ 12
Fat backs, 10@12 lbs.	@ 12
Fat backs, 14@16 lbs.	@ 11
Regular plates	@ 11
Jowl butts	@ 11 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	28 @ 29
Fancy skd. hams, 14@16 lbs., parchment paper	28 @ 29
Standard reg. hams, 14@16 lbs., plain	25 @ 26 1/2
Picnics, 4@8 lbs., short shank, plain	20 @ 21
Picnics, 4@8 lbs., long shank, plain	19 @ 20
Fancy bacon, 6@8 lbs., parchment paper	30 @ 31 1/2
Standard bacon, 6@8 lbs., plain	28 @ 27 1/2
No. 1 bacon, 6@8 lbs., sets, smoked	28 @ 27 1/2
Inside, 8@12 lbs., sets, smoked	30 @ 32
Outside, 5@9 lbs., sets, smoked	28 @ 29
Knuckles, 5@9 lbs., sets, smoked	28 @ 30

## LARD

Prime steam, cash, Bd. Trade	@ 12 1/2
Prime steam, loose, Bd. Trade	11.55
Refined lard, tierces, f.o.b. Chgo.	@ 12
Kettle rend., tierces, f.o.b. Chgo.	@ 13
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 13 1/2
Neutral, in tierces, f.o.b. Chicago	@ 13 1/2
Compound, veg., tierces, c.a.f.	@ 12 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	9 1/2 @ 9 1/2



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## CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chicago, w/has. stock)	8.40	
1 to 4 bbls. delivered in Chicago	9.25	
5 or more bbls. delivered in Chicago	9.25	
Saltbush, 1 to 4 bbls. f.o.b. N. Y.		
Dbl. refined granulated	6.25	6.15
Small crystals	7.25	7.15
Medium crystals	7.62 1/2	7.50
Large crystals	8.00	7.75
Dbl. refd. gran. nitrate of soda	3.62 1/2	3.25
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated	8.996	
Medium, air dried	9.496	
Medium, kiln dried	10.996	
Rock	6.782	

Sugar—		
Raw, 40 basis, f.o.b. New Orleans	83.70	
Second sugar, 90 basis	None	
Standard gran., f.o.b. refiners (2%).	8.475	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	8.425	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	8.415	

## SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.	Per lb.	Per lb.
Allspice Prime	16 1/2	18		
Resifted	17	18 1/2		
Chili Pepper, Fancy		24		
Chili Pepper, Fancy		23		
Cloves, Alphonso	22	26		
Mustard, Alphonso	17 1/2	20 1/2		
Zanzibar	17	20		
Ginger, Jamaica	17	19 1/2		
African	15	16 1/2		
Mace, Fancy Bands	65	70		
East India	60	65		
E. I. & W. I. Blend		57		
Mustard Flour, Fancy		22 1/2		
No. 1	15			
Nutmeg, Fancy Banda	24			
East India	19 1/2			
E. I. & W. I. Blend	18			
Paprika, Extra Fancy		30		
Fancy		28 1/2		
Hungarian	27 1/2			
Paprika Sweet, Red Pepper	26 1/2			
Pimixeo (220-lb. bbls.)	27 1/2			
Pepper, Cayenne	21			
Red Pepper, No. 1	16			
Pepper, Black Aleppy	10 1/2	12		
Black Lampong	6 1/2	7 1/2		
Black Tellicherry	11 1/2	12		
White Java Muntok	11 1/2	13		
White Singapore	11	12 1/2		
White Packers		12		

## SEEDS AND HERBS

	Ground	for	Whole.	Sausage.
Caraway Seed	10	12		
Celery Seed, French	22	26		
Coriander, Common	13 1/2	16		
Coriander, Morocco, Bleached	9 1/2			
Coriander, Morocco, Natural No. 1	8	10		
Mustard Seed, Cal. Yellow	8 1/2	10 1/2		
American	7 1/2	9 1/2		
Marjoram, French	23	27		
Oregano	11	14		
Sage, Dalmatian Fancy	9 1/2	11 1/2		
Dalmatian No. 1, Fancy	9	10 1/2		

## SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	15
Domestic rounds, 140 pack	28
Export rounds, wide	36
Export rounds, medium	23
Export rounds, narrow	30
No. 1 weasands	4
No. 2 weasands	2
No. 1 bungs	10
No. 2 bungs	6
Middles, regular	25
Middles, select, wide, 2 1/2 in.	40
Middles, select, extra wide, 2 1/2 in. and over	60
Dried bladders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.65
8-10 in. wide, flat	.50
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.25
Narrow, special, per 100 yds.	2.15
Medium, regular	2.00
Wide, per 100 yds.	1.45
Extra wide, per 100 yds.	1.25
Export bungs	.25
Large prime bungs	.19
Medium prime bungs	.09
Small prime bungs	.08
Middles, per set	.15
Stomachs	.08

## COOPERAGE

Ash pork barrels, black hoops	\$1.35	1.37 1/2
Ash pork barrels, galv. hoops	1.42 1/2	1.45
Oak pork barrels, black hoops	1.25	1.27 1/2
Oak pork barrels, galv. hoops	1.32 1/2	1.35
White oak barn tierces	2.17 1/2	2.20
Red oak lard tierces	1.92 1/2	1.95
White oak lard tierces	2.02 1/2	2.05

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, medium and good, 1440-lb.	\$	8.25
Steers, plain		6.50
Cows, beef		5.75 down
Cows, low cutter and cutter		3.00 @ 4.75
Bulls, sausage		6.25 down

## LIVE CALVES

Vealers, choice	\$	10.50
Vealers, better grade		8.50 @ 9.75
Vealers, plain and medium		6.50 @ 7.75

## LIVE LAMBS

Lambs, good and choice		\$11.00 @ 11.50
Lambs, good, lighter weight		10.25 @ 10.75
Lambs, medium		down to 9.35

Ewes @ 3.50 down

## LIVE HOGS

Hogs, best, 181-lb.	\$	11.40
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## DRESSED BEEF

### CITY DRESSED.

Choice, native, heavy		14 1/2 @ 15 1/2
Choice, native, light		14 @ 15
Native, common to fair		13 @ 14

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	14	15
Native choice yearlings, 440@600 lbs.	13 1/2	14 1/2
Good to choice helpers	12 1/2	13
Good to choice cows	10 1/2	11 1/2
Common to fair cows	9 1/2	10

## BEEF CUTS

	Western.	City.
No. 1 ribs	18 @ 20	19 @ 21
No. 2 ribs	17 @ 18	17 @ 19
No. 3 ribs	16 @ 17	16
No. 1 loins	24 @ 28	25 @ 27
No. 2 loins	22 @ 24	22 @ 24
No. 3 loins	18 @ 21	20 @ 21
No. 1 hams and ribs	14 @ 17	15 @ 18
No. 2 hams and ribs	16 @ 17	16 1/2 @ 17 1/2
Bologna	11 @ 12	12 @ 12
Rolls, reg. 6@8 lbs. av.	28	25
Rolls, reg. 4@6 lbs. av.	18	20
Tenderloins, 4@6 lbs. av.	50	60
Tenderloins, 5@6 lbs. av.	50	60
Shoulder clods	12 @ 14	12 @ 14

## DRESSED VEAL

Good		15 @ 16
Medium		13 @ 15
Common		10 @ 13

## DRESSED SHEEP AND LAMBS

Lambs, prime to choice		22 @ 23
Lambs, good		21 @ 22
Lambs, medium		18 @ 20
Sheep, good		10 @ 11
Sheep, medium		7 @ 9

## DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	..	\$16.50 @ 17.00
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## FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	21 1/2 @ 22
Tenderloins, fresh	30 @ 32
Pork tenderloins, fresh	29 @ 30
Shoulders, Western, 10@12 lbs. av.	21 @ 22
Butts, boneless, Western	21 @ 22
Butts, regular, Western	20 @ 21
Hams, Western, fresh, 10@12 lbs. av.	22 @ 23
Picnic hams, Western, fresh, 6@8 lbs. av.	16 @ 17
Pork trimmings, extra lean	20 @ 21
Pork trimmings, regular 50% lean	11 1/2 @ 12

Skinned hams, 10@12 lbs. av.	28 @ 29
Skinned hams, 12@14 lbs. av.	27 @ 28
Skinned hams, 14@16 lbs. av.	27 1/2 @ 28 1/2
Skinned hams, 18@20 lbs. av.	27 @ 28

## SMOKED MEATS

Regular hams, 8@10 lbs. av.	26 1/2 @ 27 1/2
Regular hams, 12@14 lbs. av.	26 1/2 @ 27 1/2
Regular hams, 12@14 lbs. av.	26 @ 27
Skinned hams, 10@12 lbs. av.	28 @ 29
Skinned hams, 12@14 lbs. av.	27 1/2 @ 28 1/2
Skinned hams, 16@18 lbs. av.	27 1/2 @ 28 1/2
Picnics, 4@6 lbs. av.	20 @ 21
Picnics, 6@8 lbs. av.	19 @ 20
City pickeled bellies, 8@12 lbs. av.	22 @ 24
Bacon, boneless, Western	30
Bacon, boneless, city	29 @ 30
Rolettes, 8@10 lbs. av.	21 1/2 @ 22 1/2
Beef tongue, light	21 @ 22
Beef tongue, heavy	24 @ 25

## FANCY MEATS

Fresh steer tongues, untrimmed	14c a pound
Fresh steer tongues, 1. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	20c a pair
Liver	14c a pound
Oxtails	28c a pound
Beef hanging tenders	35c a pound
Lamb fries	12c a pair

## BUTCHERS' FAT

Shop fat	62.00 per cwt.
Breast fat	62.50 per cwt.
Edible suet	64.00

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Sausagemakers

Large, progressive packinghouse has opening for thoroughly experienced sausagemakers. Good opportunity for men who have supervisory experience and are capable of operating sausage department efficiently. In reply, give full information about your experience. W-451, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Plant Superintendent

Wanted, good man to act as plant superintendent and sales manager. One who knows all about pork killing, cutting, curing and sausage making. Willing to invest small amount in plant without debts located on Eastern seaboard city of 125,000 population. Owner in bad health. W-450, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausage Foreman

Wanted, sausage foreman with packinghouse experience in working up by-products. Capable of taking full charge. State references, salary and experience. W-455, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Accountant

Six years' practical business experience, 4½ years in meat packing industry as assistant office and credit manager. Will be interested in changing employers for possible future. W-452, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

First-class sausagemaker 30 years old is looking for position. In my 20 years' experience, this is the first time I ever applied for position. Can give first-class reference. W-453, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

Sausagemaker, German, 18 years' experience in sausage kitchen, desires position in medium sized plant. Specializes in loaves and boiled ham. Guaranteed to put sausage room on a profitable basis. Can furnish references. Employed at present. W-454, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Curing and Sausage Troubles

Have you ever considered how many dollars you could save in curing and sausage troubles, as well as in other departments, by having an experienced packinghouse chemist on your staff? Prevent "ropy" pickle, oversalty hams, mould in sausage, etc., by daily tests. Good man available at reasonable salary. W-421, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Sausagemaker

German, thoroughly experienced, can make all grades of fresh and summer sausage, loaves, cooked and baked hams. Turn out a good uniform product from any material at all times. Experience on killing floor. Prefer medium size packer. Hard worker; reliable; good references. Go anywhere. W-447, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Canned Meat Salesman

Experienced canned meat and vacuum pack salesman acquainted with Eastern jobbing and chain store trade desires position. No objections to traveling. Can furnish best of references. Address Box W-441, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Casing Man

I have my own calf casing machine and am experienced in cleaning all kinds of casings by hand. Middle aged, thoroughly reliable. W-449, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Plant Supervisor

Practical operating superintendent, all departments—beef, calf and sheep dressing, hog killing, cutting, cellars, smoked meats, etc. Can handle and instruct men. Minimum operating costs. Experienced both large and small plants. Energetic, economical, responsible. Single man; will go West or South. Suggest interview. W-423, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Superintendent

15 years experience in all departments. Capable of supervising work in killing, cutting, curing, sausage. Also refrigeration engineer. Would like to locate with reliable packer. Experienced in both large and small houses. Good references. Married. W-442, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment for Sale

### 20 Motor Trucks

For sale, 20 International and White Trucks 1½ and 2 tons, formerly owned by Adolf Gobel, Inc., refrigerated bodies suitable for trucking provisions and meats. All in good running condition. J. L. Jacobs, 56-25 58th Street, Maspeth, L. I. N. Y. Telephone Juniper 5-1178.

### Sausage Machinery

For sale, reconstructed 500-lb. "Buffalo" stuffer; 400-lb. Randall stuffer; 57-T "Buffalo" self-emptying silent cutter; 43-T "Buffalo" self-emptying silent cutter; No. 5 "Boss" cutter and motor; 1,000-lb. mixer. FS-456, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Cooker, Grinder, Press

For sale:

One (1) 5x9 cooker with 20 h.p. motor  
One (1) No. 166 grinder with 15 h.p. motor  
One (1) 150-ton Anco hydraulic crackling press

Address FS-400, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Two Diamond T Trucks

For sale, 2 Diamond T trucks with refrigerated bodies, loading space 6x6x12 ft., 5-in. Dry Zero blanket insulation, 600-pound capacity ice bunker with front door opening in cab, also rear door. Fromm Bros., 200 Campbell St., Rochester, N. Y.

### Packinghouse Equipment

For sale, used but in good condition: 26 Brecht Lard Drums, made of galvanized steel with iron hoops, 24" diameter x 30" long. 54 Hogheads or Curing Vats, made of wood with iron hoops, 36" diameter x 42" long.

1-24-ton capacity Frick Ice Machine complete with vertical center crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, 72-200 lb. freezing cans, overhead traveling crane and American Marsh Brine Pump. Also Boilers, Pumps, Water Softener, Feed Water Heater, Track, Stock and Portable Scales, Lard Press, Lard Cooking Tank, Lard Chopper, Tallow Cooking Tanks, Ham Cooking Kettle, Refrigerator Truck and other items.

For full particulars, descriptions and prices, write to:

GEORGE H. ALTEN,  
P. O. Box 426  
Lancaster, Ohio

### Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Albright-Nell and Mechanical Mfg. Co.; 2 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hottmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 3 Mechanical Mfg. Co., double-arm Mixers. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulics Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

CONSOLIDATED PRODUCTS CO., INC.

14-19 Park Row, New York, N. Y.

Telephone: Barclay 7-0600.

Shops and Warehouse: 331 Doremus Ave.

Newark, N. J.

## Plants for Sale

### Sausage Works

For sale, sausage works coupled with two large retail and wholesale markets. Fine money-making set-up; no competition; over 300 wholesale customers Central States east of Chicago. Dissolution of partnership reason for selling. Act quickly if you want a money maker. W-444, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packinghouse

Here's your opportunity to invest in established meat packing plant and business in best valley of California, outskirts of large city. Includes: 38 acres land, out-buildings and houses for owner and help; yards, refrigeration and slaughtering plant; trucks, etc. Present owner can continue until new buyer is lined up. Millions being spent for irrigation projects in valley. Owing to ill health, owner will sacrifice for \$40,000, about half cash; or will divide real estate and sell for less. For further details, write Harry F. Springer Co., 1029 Third Ave., Los Angeles, Calif.

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DRIED BEEF

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Specialties

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UNION STOCK YARDS

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HUMAN SKILL  
combine to give  
Superb Quality  
in these imported  
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BEEF • BACON  
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The executives and other personnel of the companies in this list take a heavy load off your shoulders. They are the ones who worry about and study and test—design and redesign—equipment, supplies and services necessary for the everyday operation of your business. If they didn't do these things you'd have to have men on your payroll who could, and other men who could fabricate, prepare and put into operation what these firms make available to you at a very much lower cost. Watch their advertising for the latest developments in time-and-money savers.

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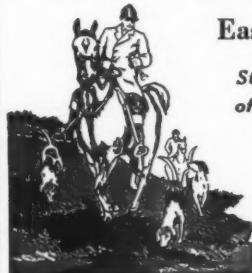
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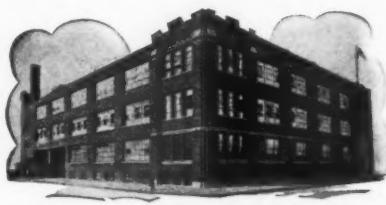
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All ANCO Truck Wheels are carefully designed for the special service to which they are subjected. They are made in numerous sizes ranging from 4" to 36" in diameter. Remember—there is an ANCO Rubber Tired Roller Bearing Truck for every packinghouse requirement.

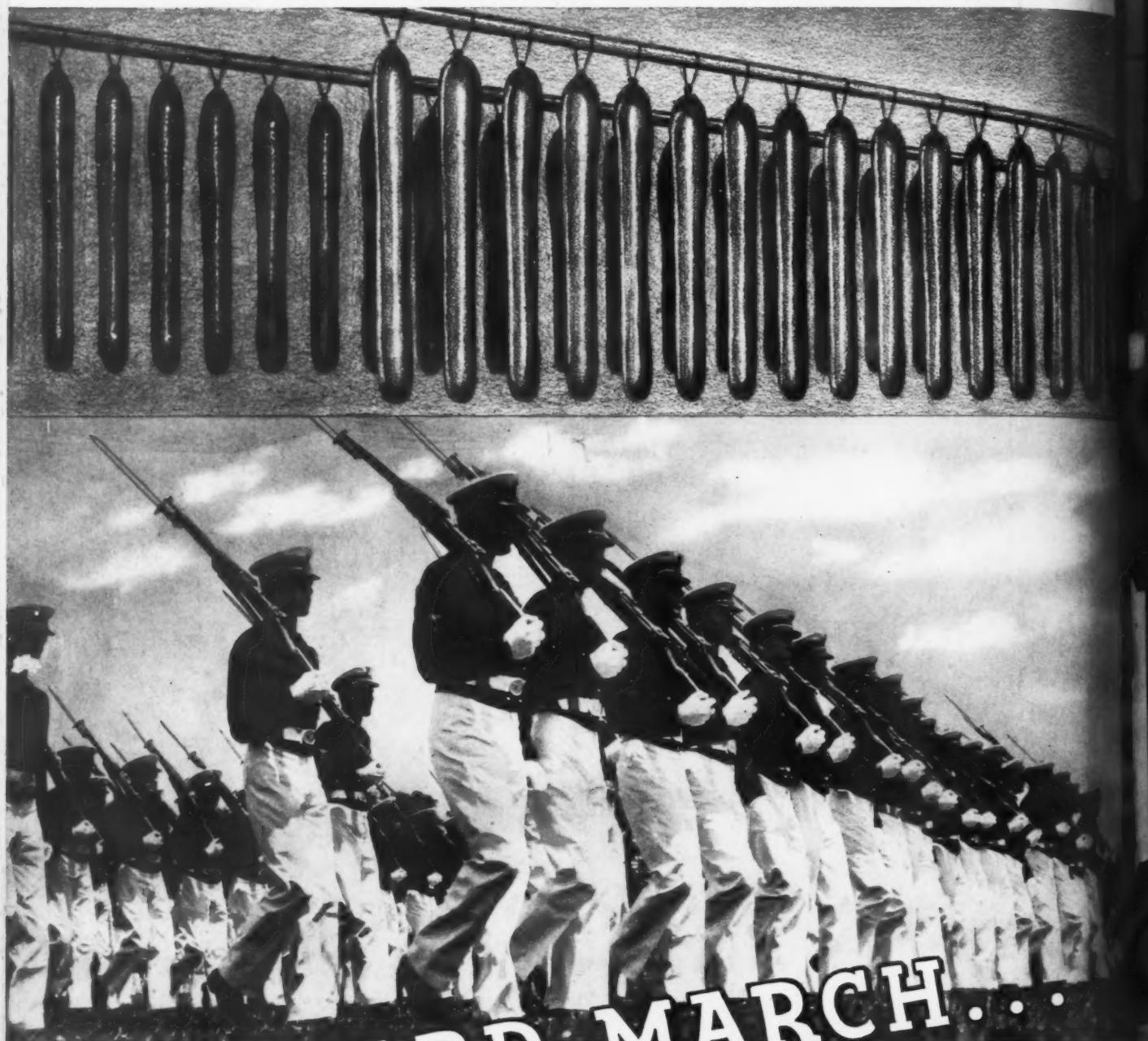
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- FRESHLY HANDLED.
- WELL FATTED.
- ACCURATELY GRADED FOR SIZE.
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- WELL PACKED.

*There is no chance for product not to look its best when stuffed in Swift casings. Ask your local Swift & Company representative about our full selection of rounds, weasands, middles, bungs, and bladders.*

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